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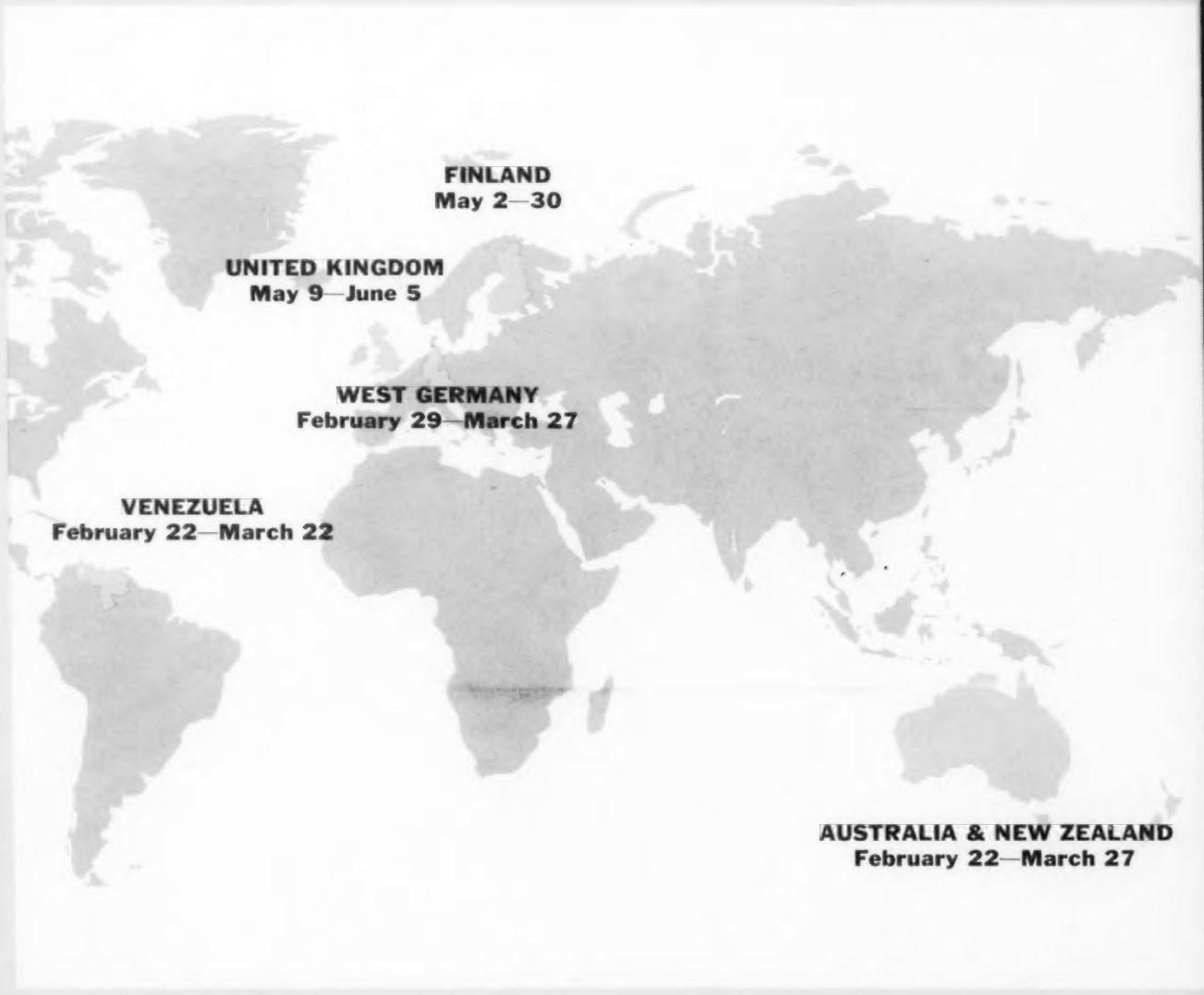

Business Proposals Asked for 5 Trade Missions

Business Bulletins *from around the world*

EUROPEAN ECONOMIC COMMUNITY—EEC Commission revises downward its 1963 economic growth forecast from 4.5 to 4%. Present low rate of industrial investment (due to shortage of available funds) acting as brake on over-all expansion.

FRANCE—Recently-opened show of U.S.-made early American and regency furniture (canopied beds, rocking chairs, bedside tables, chests of drawers, etc.) enjoying considerable success at Paris department store, Galeries Lafayette.

First National Bank of Boston and International Factors, Ltd., British factoring firm, jointly setting up French factoring company in Paris. Factoring is so far little known in Europe.

INDIA—Calcutta State Transport Corporation (CSTC) to manufacture heavy-duty brake-linings and clutch-facings in collaboration with Polytechna of Czechoslovakia. Output of projected 120-ton plant at Belghoria, West Bengal, to be utilized for maintaining CSTC's fleet of buses and servicing other state transport organizations.

Private collieries being encouraged to undertake greater mechanization of their mines by amendment to Income Tax Act increasing development rebate from 20 to 35% on certain machinery and equipment installed between Apr. 1, 1963 and Mar. 31, 1966.

Government engages Arthur D. Little, Inc., to assess civil sector's defense production capacity.

INDONESIA—Government will issue no more permits to establish weaving mills until spinning, weaving and finishing sectors of industry are in better balance. Implementing this policy, it will use its $20 million credit with Communist China to increase spindle capacity by 190,000 spindles (new plants of 30,000 spindles each in Makassar, Tapanuli, Madjalaja and Madiun, a plant of 20,000 spindle capacity in Padang, and plants of about 15,000 spindles each in Timor, Lombok and Bandjarmasin). Factory will also be built in Djakarta to manufacture textile machinery spare parts.

Item about survey of civil sector's defense production capacity appeared erroneously under "Indonesia" last week. See "India," above, for correct locale.

ITALY—Gulf Corporation opens its first petroleum distribution network in country by purchasing 640 retail distribution points from FIAT-controlled company, Azienda Petroli Italiana Roma (APIR).

MOROCCO—Sparse 1963 tobacco crop creating domestic supply problem. Blue mold reduced crop from expected 1,800 metric tons to maximum 500 metric tons, according to chief buyer for Moroccan Tobacco Monopoly.

Petroleum workers union (Union Morocaine de Travail) and petroleum companies reach over-all agreement on working conditions and wage scales for first time. Negotiations began 1956. No details yet published, but both sides seem satisfied.

NIGERIA—Sugar production to begin by end of 1964 at Nigerian Sugar Co.'s new estate and factory in Northern Nigeria. Half of $4.2 million enterprise held by Nigerian Governments, half by group of large British firms.

Agreement reached on West German $6.3 million paper-mill construction loan. Credit, extended by private financial institutions through Kreditanstalt fur Wiederaufbau, represents about three-fourths of estimated total cost. Plant to import pulp until enough bagasse obtainable from northern sugar plantations of Nigerian Sugar Co., Ltd.

NORWAY—Norwegian Institute for Atomic Energy (IAE) and Swedish counterpart, A/B Atomenergi, sign 4-year agreement to conduct joint study on design for boiling light-water reactor to power propulsion machinery for bulk carrier. Research project, expected to take about 3½ years, will be carried on at Kjeller, where IAE operates one of its two experimental reactors. Study to be financed partly by State appropriations and partly by contributions from Swedish and Norwegian shipping companies.

PHILIPPINES—Kraft Foods (Australia), Ltd., to manage Kraft Foods (Philippines), Inc., newly registered National Dairy Products Corporation subsidiary. Firm to produce wide range of food products beginning with processed cheese.

SWITZERLAND—Watch-industry exports in first 7 months of 1963 totaled $186 million, $3 million more than in same period of 1962—industry's most successful year.

Imports of wood fiber boards totaled 12,500 metric tons in 1962. Sweden supplied 33%, West Germany 22%, and Austria 19%. Domestic production totaled 23,000. Imports were up 11% in first half 1963 and demand continues to expand rapidly.

TANGANYIKA—National Assembly passes Foreign Investment (Protection) Bill. Investors to be granted certificate, if Minister of Finance considers investment would profit country, entitling them to: repatriate profits earned on investment, repatriate proportion of net proceeds of sale of all or any part of enterprise either in liquidation or going concern, repatriate principal and interest on any loan made under certificate. Government still prepared to consider multilateral investment-guarantee arrangement, but hopes bill will obviate need for bilateral agreements.

TUNISIA—New $18.9 million petroleum refinery at Bizerte to commence operations in mid- or late November, expected to produce 1-1.5 million tons of refined products per year. Refinery soon to issue international call for crude-oil supply bids.

TURKEY—Government relaxes provision in 11th Import Program (July-December 1963) that certain items—including gasoline engines, diesel and electric motors, and mineral handling equipment—were to be imported only by authorized factory agents.

UNITED ARAB REPUBLIC—Engineering feasibility studies on nuclear power-plant construction completed by British firm, Kennedy & Duncan.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Thomas G. Wyman
Deputy Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

Daniel L. Goldy
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

America A. W. Favale
Director of Graphics

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the cover

"BPs"—Business Proposals—get the orders, say those who have used them, and their number by now is legion. For details as to what Trade Missions are going where with what type of BPs, see page 2. Note—The article also tells how to prepare and submit a proposal, so that Mission members can effectively sell your idea overseas.

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formerly FOREIGN COMMERCE WEEKLY

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5 New Trade Missions

From England to Australia, overseas firms will be visited by U.S. Missions

U.S. manufacturers and exporters have an opportunity to send specific business proposals overseas with 5 U.S. Trade Missions that are preparing to visit distant areas believed to have high trade potential.

From February 22nd to March 27th a U.S. Mission will study industrial machinery and equipment trade possibilities in Australia and New Zealand. Deadline for receipt of Business Proposals by the Bureau of International Commerce is January 6th.

Venezuela will be visited by a U.S. Trade Mission interested in metalworking, food processing, small industries and joint ventures of a varied nature. The Mission will be in Venezuela February 22nd to March 22nd, and Business Proposals will be accepted by the Department until December 30th.

A Building Supply and Equipment Trade Mission from the U.S. will visit Germany February 29th to March 27th. Business Proposals will be accepted until December 30th.

The United Kingdom will be visited by a U.S. Advanced Electronic Trade Mission May 9th to June 5th. Business Proposals may be submitted to this group until March 1st.

Finland will be the center of activity for the fifth Mission, which will operate over there from May 2nd to 30th. This trade development mission will be looking for business opportunities in such varied fields as industrial chemicals, plastics, machine tools, packaging machinery, consumer goods, automotive parts and service equipment, and office equipment and accounting systems. Business Proposals will be accepted until March 1st for the Mission to Finland.

Members of each of the five Trade Missions are selected by the Department of Commerce from distinguished leaders of American business who are experts in the particular field in which the Trade Mission is specializing. These men will discuss the Business Proposals which they take with them with leading firms known to U.S. Commercial Officers in that area to be reputable and leading organizations in the local business world.

Write to:

For more detailed information regarding any of the Trade Missions, contact the Department of Commerce Field office nearest you, or write to Director, Trade Mission to _____, Bureau of International Commerce, Washington, D.C. 20230.

Send Business Proposals, as detailed in accompanying story, to the same Washington, D.C. address.

To submit proposals

Answer the following 7 questions and submit with 2 copies prior to deadlines. Submit separate proposal sets for each country of interest.

(1) What product or service do you wish to sell or offer? (Must be related to the mission interest)

(2) Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. Note: The Trade Mission will not seek a substitute for an established agent.

(3) Are you interested in a joint venture? If not describe your proposition briefly giving details of products or services to be provided.

(4) Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

(5) Do you want to make a direct investment abroad?

(6) Do you wish to import for your own account or act as a commission agent?

(7) What type of firm is best qualified to transact your business?

Include with proposals

(1) A summary of your Proposal, in English, in 35 words or less.

(2) One of the following:

(a) Department of Commerce Form IA-57 (Registration of U.S. Firms Interested in International Trade or Investment) which may be obtained from a Department of Commerce Field Office (If you have already submitted the above form within the past year, please indicate giving date)

(b) A current mercantile agency report, or

(c) A current bank report.

Support your Business Proposals with any information or printed material which will assist the Trade Mission in making the most effective sales approach. This may consist of data regarding the size and scope of your firm, catalog pages, prices or other information describing your product or service. Price information should include c.i.f. quotations. Enclosures will be limited to 50 sheets for each proposal submitted.

If you wish to submit Business Proposals for more than one U.S. firm which you represent, a separate submission must be made for each company.

U.S. presents exhibition at trade fair in Somali

The United States is presenting an exhibition in the biennial International Somali Trade Fair at Mogadiscio now underway. The fair opened Sept. 28 and will be held through Oct. 12.

Franklin D. Roosevelt Jr., Undersecretary of Commerce, represented the U.S. at the observance of America Day on Sept. 30.

Theme of the U.S. pavillion is "Progress Through Education and Technology." Exhibits are designed to illustrate how modern technology and production methods can contribute to a better life for people throughout the world.

MEETING ON MONETARY POLICIES: President Kennedy with (left) Pierre-Paul Schweitzer, Managing Director of the International Monetary Fund, and (right) George D. Woods, President of the World Bank, International Finance Corporation, and International Development Association, at annual meeting.

TEXT OF ADDRESS

President welcomes world finance leaders at monetary fund meeting; says U.S. to support liquidity steps

World monetary mechanisms have worked well so far, Kennedy tells international bankers, but success must not lull us into inaction; to keep gold price firm

President Kennedy welcomed the financial leaders of the Free World at the opening session of the combined annual meetings of the World Bank and the International Monetary Fund in Washington last week. He pledged that the United States would support any necessary measures to increase liquidity, or the means of payment to settle international accounts.

The text of the President's address follows:

Mr. Dillon, gentlemen: This is the second time that I have had the opportunity to welcome you to Washington and I do so with the greatest pleasure and satisfaction. Yours is a very vital role in the defense of the free world. Your contribution to financial and economic stability among the nations of the world is essential and the results of these efforts will determine in a very large measure whether or how much each nation can use its resources, generous as they are, in the best interests of all of our people.

Since I last met with you, we have suffered the loss of one of the great leaders of the International Monetary Fund, Per Jacobsson. He served the Fund with skill and dedication. He combined a great deal of wisdom with good humor. We will miss him, but the indelible mark that he left upon your work and upon the monetary systems of the world and upon the IMF will continue to guide us.

To his successor, Mr. Pierre-Paul Schweitzer, I extend my best wishes as he now guides the Fund. We are grateful to France for releasing him for this service. His broad talents and experience equip him admirably for the heavy re-

sponsibilities which now press upon him.

I am glad, too, that the Bank was able to find a talented successor to Mr. Eugene Black. Mr. Black's genius helped give this institution the best reputation any bank or banker can have, a reputation for combining prudence with constructive generosity. I am pleased that Mr. George Woods has been selected to sustain this tradition.

Need 20 years ago

Twenty years ago, when the architects of these institutions met to design an international banking structure, the economic life of the world was polarized in overwhelming, and even alarming, measure on the United States. So were the world's monetary reserves.

The United States had the only open capital in the world apart from that of Switzerland. Sixty per cent of the gold reserves of the world were here in the United States. The war-torn nations of Europe and the Far East faced difficult tasks of reconstruction with depleted and inadequate capital resources. There was a need for redistribution of the financial resources of the world and the financial strength of the free world. And there was an equal need to organize a flow of capital to the impoverished and underdeveloped countries of the world.

All this has come about. It did not come about by chance, but by conscious and deliberate and responsible planning. Under the Marshall Plan and its successors, liberal assistance was given to the more advanced nations to help restore their industrial plant, and development loans were given to less developed countries. In addition, private American capital was made freely available, and there was a steady liberalization of our trade policies. In this effort, your institution, and more recently a growing number of industrialized countries, have made an increasingly important role.

We are now entering upon a new era of economic and financial interdependence. The rise of trading blocs such as the Common Market offers new and greater challenge for trade liberalization. The United States has prepared itself to take advantage of those opportunities by legislation permitting an unprecedented reduction of trade restrictions and trade barriers. Our gold reserves are a healthy but not excessive 40 per cent of the world's holdings.

Equilibrium goal

Largely as a result of these changes, this Nation today is engaged in an effort to bring our international accounts into equilibrium, and to maintain the necessary strength behind the dollar. This is not merely, I believe, in our interest. It is in the interest of all those who have placed their faith in the dollar.

To this end we have taken several steps to reduce the drain on our balance of payments. First, we are making a major effort to increase our exports in the flow of trade between the United States and other free nations.

Second, we are initiating further savings in our overseas dollar expenditures.

Third, we are seeking to slow down the very rapid increase in overseas demands on our capital markets as well as to retard the outflow of short-term capital resulting from interest rate differentials.

Fourth, we intend to maintain stable prices and to increase the attractiveness of investment here in the United States.

We do not seek by precipitous acts to improve our position at the expense of others. We do seek by comprehensive effort, consistent with our international responsibilities, to reduce outflows which are weakening our capacity to serve the world community. In short, every nation in the world has a direct interest, for the dollar is an international currency, and the security of the dollar therefore involves the security of us all.

Cooperative action

The operations of the International Monetary Fund, the International Bank for Reconstruction and Development, the International Finance Corporation, and the International Development Association all play important roles in this effort. Their techniques of cooperative action and the availability of their resources permit capital to be deployed around the world in the most effective and efficient manner.

In a special message to the Congress on the balance of payments, I announced that the United States had for the first time entered into a standby arrangement with the Fund. The attendance of all of you at this meeting underscores the extent of world involvement in these institutions and the determination for so many nations to work together for mutual strength. We have been able to do this in so many fields and we have done it, it seems to me, with such success in recent months and years that I am confident that that intimate association will continue to grow and to prosper.

During the past year many of you have cooperated either through the international organizations or through your own central banks in an improved approach to the problems of foreign exchange and gold markets.

Credit facilities and reserve-holding techniques have been improved. The international monetary systems met with ease the Cuban crisis last autumn, the strains upon sterling early in 1963, and the evidence that our payments situation had not developed as well as we hoped in the first half of this year.

This performance has benefited every nation, large and small, but success should not, I believe, be an encouragement to inaction. This nation—the United States—must continue its efforts to meet the balance-of-payments problems now confronting us, and we must all assure ourselves by preparations now that we will be ready to meet the international monetary problems of the future.

Studies to begin

I am pleased to learn that studies of these problems and of appropriate measures to deal with them are about to be launched. There is a sharp distinction, however, between long-term questions of international liquidity and the current problems of international imbalance. We do not intend to neglect the latter while pursuing the former.

This Government considers our tax reduction and reform program which has recently been approved by one house of the Congress to be the most important action that Congress can take now to improve our long-range position.

It should help attract capital investment, improve our ability to sell goods and services in world markets, stimulate the growth of our economy and the employment of our people, give greater freedom to monetary policy and play a vital supporting role in our determination to achieve equal rights and opportunities for all of our citizens.

In other areas including the interest equalization tax, and the other steps that I have noted, and the forthcoming trade negotiations, we are proceeding in our efforts to bring our payments into balance.

We are proceeding with caution. We are fully aware of the effects of our actions on our friends, but no one should confuse caution with any lack of determination. We are determined to do whatever must be done in the interest of this country and, indeed, in the interest of all to protect the dollar as a convertible currency at its current fixed rate.

We are determined—and I believe in your interest as well as our own—to maintain the firm relationship of gold and the dollar at the present price of $35 an ounce, and I can assure you we will do just that.

We recognize that the reserve position of other countries is a mirror image of

our own; and as the United States moves toward equilibrium, it will be more difficult for others to increase their reserves.

Some nations will be more handicapped than others, but no nation should be forced to make drastic alterations in its domestic and trading policy because of short-run movements in its reserve position. The United States, therefore, stands ready to support such measures as may be necessary to increase international liquidity.

Patience required

Patience will be required in working out these matters. The balance of payment is not a problem to be cured by a single all-purpose medicine. Each country is challenged to find the appropriate blend of fiscal, monetary, trade and other policies that will enable interest to play its proper role in sustaining rather than straining the system of international payments.

But patience is not the enemy of progress, and I think the last 20 years have provided impressive proof of the benefits of international financial cooperation. We are linked so closely together; our economies are tied so intimately. It is so essential that all of our people benefit and prosper that I am confident that you gentlemen who occupy a position of high responsibility, working intimately together, can maintain our system so that we remain its master. For us to move in an opposite direction, of course, would be not only distressing but inimical to our common interest.

The men who gathered at Bretton Woods 20 years ago were criticized by both those who said that no institutions were needed and those who said nothing useful could be done. Their effort and the success which crowned it are a warning both against pessimism and excessive self-satisfaction.

Sees continued gain

Today we all believe in the achievements of intelligent cooperation: and under the wise and imaginative leadership of the Governors here assembled, I feel sure this cooperation can be enlarged and extended.

There is no more important group, it seems to me, in the free world than you gentlemen who are here; no group, it seems to me, bears greater responsibility. If you are able to conduct your affairs with success, it benefits all of the people all around the globe and, therefore, we regard this meeting as perhaps the most important that takes place in our capital this year.

Your success will make possible all of the great efforts of the free world which have made such an astonishing and, I think, dazzling effect upon international relations and the security of the West. Our role, therefore, I regard as essential, and we believe in the achievements of a determined and intelligent cooperation which will benefit all of our people.

I look forward in the years ahead to continued progress, to continued gain, to continued expansion towards the goal of economic health for all nations, for this goal—second in urgency to the quest for peace, only to the necessity of peace—is surely indispensable to the free world.

Ladies and gentlemen, I greet you with great satisfaction and we wait on your deliberations with great hope and confidence.

Greater use of U.S.-flag ships would reduce payments deficit, Maritime Commission head says

American-flag shipping, fully utilized, could add $812 million to the annual $791 million currently contributed by the merchant marine towards a favorable balance of payments. This was the message brought by Rear Admiral (Ret.) John Harllee, Federal Maritime Commission chairman, to members of the International Executives Association at a September 26 shipboard luncheon meeting in New York City.

ADM. JOHN HARLLEE

Speaking aboard the *S.S. Constitution*, Admiral Harllee told the executives:

"The Federal Maritime Commission plays an important part in three aspects of your international ocean commerce—the carriers, the freight forwarders, and the terminals.

Corrective program

"With regard to the carriers the Congress has made it quite clear that it expects the Commission to insure that freight rates do not discriminate against the American exporter. The Joint Economic Committee has pointed out the importance of this to our balance of payments situation and hence to the dollar drain and the whole economy. The Commission is therefore undertaking a program designed to correct ultimately any rates which unjustly discriminate against American exporters. We will start with a study of the 100 most important commodities which account for 87% of our exports, working, of course, on a few at a time. . . .

Adjustments possible

"You gentlemen . . . may find that your export potential for a specific commodity is being adversely affected by what you believe to be an unjustly high freight rate. In this case I suggest that you request the conference in the trade to make an adjustment. . . . If you think it should be done and it is not done after your request you should tell the Federal Maritime Commission about it. In many cases American flag lines have made adjustments, experimental or promotional rates to help the American exporter.

New markets

"Furthermore, the U.S.-flag carrier may be able to point out to you a new export market with which you are not familiar. The 15 American subsidized lines have over 1,000 overseas agents and they are interested as you are in developing our export trade. . . .

Terms of sale

". . . It must be obvious to us that the American shipping industry must undertake the task of driving harder for cargoes. Certainly there is nothing wrong in pointing out to American exporters and importers that from a patriotic as well as a practical point of view they can, and in many instances should, stress their preference for American shipping by indicating terms of sale by which their goods are sold and bought in foreign markets."

Admiral Harllee assumed the Federal Maritime Commission chairmanship on Aug. 26, 1963.

MISSION TO SWITZERLAND

Globe's oldest, largest democracies have happy trade history, outlook

Switzerland provides $300 million market for U.S. goods

By MICHAEL GELZER

Economic Affairs Counselor, Swiss Embassy

In the economic aspect, the outlook of the U.S., the world's largest democracy, and that of Switzerland, the world's oldest democracy, are similar!

As early as 1850 our 2 countries concluded a Treaty of Friendship and Commerce. In 1936 a trade agreement was signed. After this American exports to Switzerland soared from a mere trickle of $7 million in 1936 to the impressive sum of $300 million in 1962. The U.S. thus occupies a very important position in our foreign trade; as our suppliers you stand in 4th place and as customers you rank 2nd. In fact, you supply Switzerland with 11% of our total imports, leaving an average annual balance in your favor of $70 million.

On a per-capita basis Swiss purchases from the U.S. averaged $50 last year—babies and grandfathers included. As a comparison: American per capita purchases in Switzerland amount to $1.17. We step off a DC jet in Zürich, smoke cigarettes made from Maryland tobacco by American machines, we build our dams with American steam shovels and our children are very fond of Stateside blue jeans.

Particularly conspicuous is the important part being played by the American engineering industry, whose products make up 42% of your exports to Switzerland. Relatively important also are Swiss imports of agricultural products, valued at $66 million last year. The Swiss population consumes with great delight about $8 million worth of American poultry per year, which enters the country on the basis of a liberal trade policy. Trade, of course, is a 2-way traffic: you are important customers of ours for watches, machinery and instruments, textiles, chemicals and . . . reciprocating for your chickens . . . you eat our cheese and chocolate. All these mutual benefits are enjoyed under the slogan: "all trade—no aid." We can safely say that we are one of your best cash customers in Europe today.

World War II changed Swiss habits in more than one way. Switzerland's norms of consumption have been literally overthrown. Crazes and fads have erupted into the easy flow of our lives. The sports shirt has replaced the stiff collar of our fathers, do-it-yourself is partly displacing the well-known trade marks, and instead of the good family name we have today the status symbol in the form of TV, Hi-fi and automobile.

The young generation prefers Ivy League jackets, Bermuda shorts and leotards. Wood and metals are substituted by plastic materials. Beaches are swamped with transistor radios, although the authorities put a benevolent damper on certain excesses.

Color films and photography are a great pastime and we could go on ad infinitum with fruit juices, pre-fabricated houses, baby-dolls, air conditioning, contact lenses and . . . lots of pills to relieve us from the headaches of our successes.

Competition has also changed its face: formerly sales were largely determined by price and performance; today the element of "novelty" has come to the fore. Surprise has taken the place of quality. This trend has 3 consequences:

★ The life-span of the product is shortened. There are hardly any goods which have been sold in their same form for many years: not only are ladies' fashions constantly changing, but men's clothes also are altering their outer form; the price drops relatively but the turnover increases. However, don't get the impression that we cater only to the "novelty" system. On the contrary, there are many people in Switzerland who still follow the traditional way and look first for quality rather than constant change.

★ The path to the novelty must be planned: constant market observation has become a necessity, and so has production development and research.

★ We no longer are timidly sounding out potential markets—we create them. Although we are in some ways somewhat publicity shy, Madison Avenue concepts have made their way to Switzerland. The means chosen for this end are the poster, the window-dressing, publicity in newspapers and magazines, films—but, and this is an important restriction—no radio nor television commercials! These 2 mass information media are state-owned and no commercial activity is accepted.

A form of publicity is also the image creation. The Swiss no longer buy simply a "product," nor do they buy a "brand," but they put considerable emphasis on the "origin." "Made in USA" has a considerable attraction since it has somehow become a status symbol to have been in the U.S. and to intersperse one's language with a few English terms.

Marketing also includes the new trend of the Swiss customer towards the shopping center. A few years ago, we adopted the self-service system. In the wake of this, we recognized that sales figures considerably soar with the extension of the store. This new coordinated multiplicity of shopping places fosters the casual browsing and consequently the spontaneous purchase. Furthermore, the lack of time which plagues our generation is thus taken into account as a time-saving device.

Money terms

Her unique role in international finance is yielding Switzerland some distinctive problems. Contrasting with the U.S., where concern over possible outflows of funds has become more or less chronic, the Confederation is troubled principally by the persistent tendency of money to flow in. This influx is aggravating inflationary trends in the booming Swiss economy; besides endangering domestic stability it thus threatens further deterioration of the international balance of payments on current account—the country's net position on trade and "invisible" transactions.

Collections, as may be expected from a country in such a situation, are preponderantly prompt. Swiss traders usually do not seek credit. Payments are made in cash or letters of credit against shipping documents or, more and more frequently, on open account, especially in the field of machinery and chemicals. An extensive banking system facilitates financial operations. We can boast having 500 banks with 4,000 offices, making 1 office for every 1,250 inhabitants.

Domestic credit terms provide customarily for a 2% discount for payments within 30 days, or net payment within 30, 60, sometimes 90 days. Installment selling on the domestic market has gained in importance, particularly in automobiles and household appliances.

Zürich is the commercial, financial and industrial metropolis of Switzerland, very much like New York for the U.S. Its railroad and road connections make it the principal distributing center for central and eastern Switzerland. The second most important city is Basel which may be re-

garded as the distributing center for northwestern Switzerland. Lausanne and Geneva, on the other hand, perform the same function for the western part of the country.

Advertising practices differ in many ways from American methods. The main feature of American publicity, namely, the TV commercial, is totally absent. On the other hand, we have the largest number of newspapers in relation to the population. This is due mainly to the large diversity of the country. Consequently, the papers do not command a large circulation. The only exception is the Neue Zuercher Zeitung which reaches big business all over the country.

A further complication is the language problem: Switzerland has 4 national and 3 official languages. The American producer must therefore adapt his appeal to the language, psychology and buying habits of the 3 different regions—the German, French and Italian speaking parts of the country.

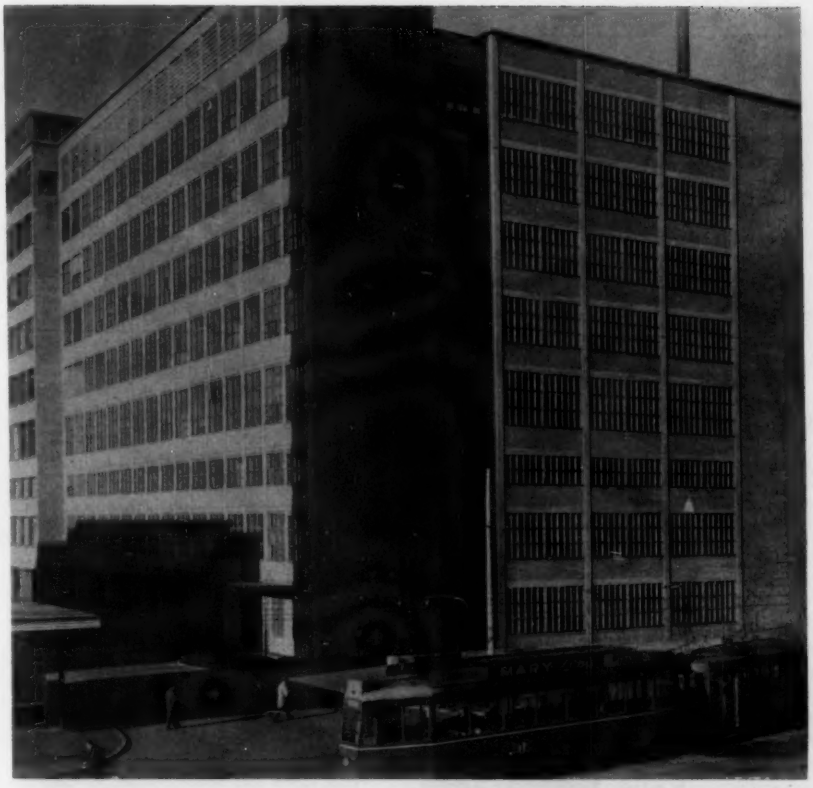
Billboard advertising in Switzerland, on the other hand, is considerably simplified by the fact that posters have to be of a standard size and that posting is largely in the hands of a single organization.

There are practically no billboards in the countryside. Poster advertising is kept within reasonable limits in the towns, mostly on eye-level walls and posts. The standard of poster art and printing is very high. The population is well disciplined and you will rarely encounter amateur works of art on posters.

Window display is another most important publicity medium in Switzerland. The Swiss are confirmed window shoppers and the displays are usually changed often and done with good taste. In fact, window dressers are highly regarded craftsmen who have to go through a 4-year apprenticeship and pass a final State-controlled examination.

The total annual movie audience being around 40 million—a high figure considering that children under 18 are not admitted—advertising by means of short films is highly popular. The maximum length of advertising films is 4 minutes, but 2 minute films are available. They are projected by a firm which holds exclusive rights in the major movie houses. French and German versions of the commentaries are of course required.

Advertising slides are widely used by domestic and foreign suppliers. Slides are usually shown during the intermission or before the main show begins. The text on slides should not exceed 3 words: a good picture with the name of the product usually "gets over" better than a long story with addresses and phone numbers.



MODERN TECHNIQUE: Azo dyes building at CIBA Basle is designed for vertical manufacturing, with largely automatic flow proceeding from top to bottom. (Office Suisse d'Expansion Commerciale, Lausanne)

The so-called "Weeks" or "Fortnights" are also important publicity media. Recently an American Week in Basel was organized with great success, comprising the display of American products in shop windows in conjunction with cultural exchange programs.

Tariffs and regulations

Nearly all Swiss duties are calculated on a specific basis. Specific duties are assessed on the gross weight, that is, the weight of the goods and immediate packing as well as exterior boxing. There are only a few ad valorem duties in the Swiss tariff schedule. The tariff presently in force is based on the Brussels nomenclature and became effective in 1960.

Switzerland maintains preferential duties with respect to countries signatory to the GATT, which includes the U.S.

Monopoly taxes are collected mainly on alcohol and a sales tax is levied on most goods sold in the Swiss market. The basic sales tax is 5.4% for wholesale trade, 3.6% for retail trade, some items being reduced to 2.7% and 1.8%. A few products are tax free.

In line with her liberal trade policy, Switzerland does not require consular invoices. The only shipping documents required are the bill of lading, in some instances a certificate of origin, and health certificate. Commercial invoices facilitate customs clearance.

Both Switzerland and the U.S. having signed an international convention, commercial samples of little value and small quantities are admitted duty free.

Most goods do not require a Swiss import license and may be freely imported into Switzerland. The Government issues an import certificate (the so-called blue certificate) to importers in Switzerland, at their request, should the country of origin require such a document.

In the case of food colorings, meat, matches and eggs, an indication of the country of origin is required. The wording "Made in USA" or for eggs, simply "USA" is accepted.

The foregoing article was extracted from remarks delivered by Michael Gelzer, Economic Affairs Counselor at the Swiss Embassy in Washington, to a U.S. Trade Mission which recently departed for Switzerland.

AN 'E' WINNER'S STORY

Small firm in Pennsylvania finds successful formula for growing export business

Manufacturer of concrete testing machines develops worldwide sales in less than 5 years, assistance of Government agencies aids low-budget approach

By WILLIAM C. REID
Manager, Tester Division
Forney's Incorporated

Forney's Incorporated of New Castle, Pennsylvania, is a small manufacturer in a small city. We have less than 50 employees. Our products are special purpose machinery, machine tools and concrete testing machines. The machines for testing concrete are handled by the Tester Division and are the subject of this article.

WILLIAM C. REID

Our tester activity started in 1949 and until a few years ago our sales were almost entirely within the United States. In 1958 we started a modest advertising program in such national trade papers as *Civil Engineering, Engineering News Record* and *Materials Research and Standards*. This brought us a substantial number of foreign inquiries—so many, in fact, that we were convinced that we had a good potential export market if we could devlop and manage it.

As a company that had been handling only domestic sales, our price structure was geared accordingly. Because we have no sales organization as such, the margin for commissions was too small for us to employ an export sales organization unless prices were increased. How, then, could we actively pursue the foreign potential without raising prices, setting up special procedures or adding to our overhead?

- First, we decided that any export activity would have to be superimposed onto our domestic operations and handled without any substantial increase in overhead.
- Second, commissions and general selling expense could not exceed domestic figures. The f.o.b. factory selling prices would have to be the same as our domestic prices.
- Third, every foreign inquiry would receive an immediate reply, usually by airmail, and all subsequent correspondence would be treated in a like manner.
- Fourth, our terms of sale would have to be restricted to letter of credit payable in New York on presentation of shipping papers, or, in rare instances, to sight draft at destination.

With these decisions made, we started an export campaign activity in 1959. Our first job was to acquire what amounted to a new business vocabulary and to learn a relatively new way of doing business.

Red tape cut

At first glance, there appeared to be a formidable barrier of red tape but a letter to Frank M. Clark, our Congressman, the first of many, resulted in a wealth of data and assistance from many Government departments. We were put in touch with sections of the Department of State (Office of Small Business of AID), the Department of Commerce (Bureau of International Commerce), and others, all of whom were and are extremely helpful and cooperative.

Having decided that our export business, if any, would have to be handled without any expansion of existing sales facilities, we selected a New York shipping agency to handle all export shipments and to provide us with c.&f. and c.i.f. figures as needed. This has worked out very well and the routine is very simple. We supply them with a list of the equipment and the f.a.s. New York price including export packing. They efficiently manage everything else, including consular invoices and the submission of documents to banks for payment. Our function remains essentially the same as for domestic sales—we quote, pack and ship via motor freight direct to the pier specified.

Trade lists used

To secure overseas representatives, we used the foreign trade lists available from the Bureau of International Commerce. The lists gave us valuable information showing us the companies handling collateral lines and selling to the construction industry, territories covered, as well as the names of salesmen and of responsible individuals. We mailed catalog data to many and the replies in most cases were encouraging.

Then came the question of responsibility. We found that the World Trade Directory reports, usually obtained through the Pittsburgh Field Office of the Department of Commerce, gave us a wealth of usable data. We now have representatives in India, Venezuela, Mexico, Chile, Taiwan, Brazil, Canada, Iraq, Finland, Peru, Ghana, East and West Pakistan, Greece, Great Britain, Okinawa, Colombia, Israel, Spain and El Salvador.

Additionally, we make a surprising number of sales direct to the end user in about 30 other countries including Australia, Bolivia, Burma, Colombia, Ecuador, Ethiopia, France, Korea, Lebanon, Malaya, New Zealand, Panama, Peru, Samoa, Sudan, Surinam, Switzerland, Thailand, Turkey and Viet-Nam.

Translation problems are overcome by the services of a translation bureau where, for a reasonable fee, we get fast translation of incoming letters, and, when necessary, an equally fast translation of outgoing letters and quotations. We have found, however, that a majority of foreign companies can, and do, correspond in English.

Because of the dollar shortage in some countries, we learned that it was useless to exert intensive effort in those areas. Through definitive reports from the various divisions of the Bureau of International Commerce, we are able to steer our efforts into areas where such restrictions are no problem. We have also found that when a foreign representative has unusual trouble in obtaining an import license, these divisions are most cooperative in securing the services of the Embassies or Consulates in question and in finding out what, if anything, can be done to alleviate the situation.

For instance, there was a case where the import duty on our equipment was both prohibitive and discriminatory, and the Department of Commerce looked into the matter for us and found that our equipment had been classified along with other and totally unrelated items which,

SLATED FOR PAKISTAN: Portable model, compression testing machines are processed in calibration department of recent 'E' award winner, Forney's Incorporated, before their shipment overseas.

because they were manufactured in the country in question, carried the highest rate of duty. This enabled our representatives and ourselves to take appropriate steps.

Competition met

We were most concerned about price competition from manufacturers of similar equipment in such countries as Japan, Germany, Switzerland and Great Britain, but we have found that we can get orders despite their lower bid prices. We attribute this to the fact that we offer almost immediate shipment as opposed to competitive offers of up to 12 months' delivery. This, plus our policy of immediate airmail response, gives us definite advantages even though our prices and our terms may not be as attractive. We try to keep abreast of competitive practices and ask our agents to report to us in detail, and to send us copies of bid prices and deliveries whenever possible.

We mail our literature overseas in quantity. Our circulars and price lists are of the inexpensive, strictly utilitarian type but they are comprehensive and kept up to date. We have recently completed a 40-page catalog and this already has been widely circulated and offered free in all of the trade papers. We include on our mailing lists all of the foreign AID and ICA representatives, and all of the Embassy and Consulate Commercial Departments aboard and in the United States.

Paralleling our policy to give fast service on all inquiries, correspondence and shipments, we ask our agents, and our customers in the case of direct sales to the end user, to let us know immediately if any trouble occurs with the equipment. If, as rarely happens, replacements must be made, they are made immediately, without question, and at our expense. We go to great lengths to give the best of service and this has built good will and confidence.

Amazed at wealth of data

As we look back at the start of our export activity in 1959, when we were more than once tempted to forget about foreign business, we realize that we might have done just that, had we not discovered the many invaluable Government services which are available for the asking. We were, and are, amazed at the wealth of free information and constructive help that anyone can get, and we have simply used it to the best of our ability. Our export business has now become no more bothersome than any other daily routine, and it is increasing at a rate far beyond our original expectations.

In 1959, the first year in which we took export possibilities seriously, the results were definitely encouraging. Since then, our export volume has grown appreciably. Perhaps even more significant is the fact that within the space of less than 5 years, our export sales—now 28.6% of our total volume—have become a most important segment of our business. In the future, we believe that export volume may well exceed domestic volume. This means increased production for our plant with no remotely proportional increase in costs or in overhead.

While our dollar figures on sales would look very small to the larger companies, they look exceedingly good to us. The larger "small manufacturer" with as many as 500 employees can afford to send men overseas, to exhibit in foreign trade shows, and to extend more attractive terms to foreign buyers. Companies of our size have neither the money nor the manpower to indulge in this all-out type of sales effort. We do seem to have proved, however, that a very small company with a good product for which there is a definite demand, can successfully develop a profitable export business with an absolute minimum of expense.

6 new nations join international financial groups

Newly independent African states bring IMF membership to 98

Malagasy Republic, Algeria, Gabon, Mauritania, Mali and Uganda have become members of the International Monetary Fund, the International Bank for Reconstruction and Development (World Bank) and the International Development Association (except Gabon). Malagasy Republic and Uganda also became members of the International Finance Corporation (IFC).

Thus on September 27, 1963, the Fund had 98 members, the Bank 97 members, IFC 75 members and IDA 83 members.

The initial Fund quotas for these countries in the Fund were: Malagasy Republic $15 million; Algeria $60 million; Mali $13 million; Uganda $25 million; Gabon $7.5 million, and Mauritania $7.5 million.

The subscriptions to the capital stock of the Bank were: Malagasy Republic $20 million; Algeria $80 million; Mali $17.3 million; Uganda $33.3 million; Gabon $10 million, and Mauritania $10 million.

The subscriptions of the countries to IDA's resources are as follows: Malagasy Republic $1,010,000; Algeria $4,030,000; Mali $870,000; Uganda $1,680,000, and Mauritania $500,000.

Malagasy Republic's subscription to IFC is $111,000, and Uganda's is $184,000.

Paperbacks creating new U.S. image abroad

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

NEW YORK—Broadway music, Hollywood films and recordings by voices and orchestras better known than the faces on Mt. Rushmore have developed, for good or bad, a United States profile in foreign lands. Television screens in fifty countries exhibit American programs, with dialogue materializing in language strange to Matt Dillon or Elliott Ness, and scarcely ever heard on the lonesome prairie.

Annually, over 300 million books are printed in the United States. Some memorabilia of national concern was added recently on foreign sales by Louis Wolfe, export manager of the New American Library, for paperbacks provide still another avenue for overseas appraisal of this country's taste.

The upswing of the paperback, a flirtatious temptress that in fifteen years has seduced some affection from the sultry siren of the picture machine, has only recently become an influence in international trade. But from an ambivalent attitude, this flamboyant industry is now, with giant strides, entering world commerce.

"Publishers' attempts abroad have been chary and shy," said Wolfe. "International trade has flowed like melted marshmallows, but foreign sales will be the next big expansion.

"English is the other language in almost every country. Even if it were not, English speaking nations provide markets of Falstaffian girth."

"The market is limitless," Wolfe tells a visitor to his office, when one finally sits in edgy quiet after an initial shock caused by terror-striking reproductions of macabre book covers that in disquieting racket color the walls; a decorative motif that is alleviated, strangely, only by a sedate and solemn citation from the Department of Commerce.

The European reads more books than the United States citizen. It is more difficult, too, distribution being, in the main, spotty and conventional. Books, paperback or hardbound, are obtained at transportation centers, street kiosks and bookstores, not in supermarkets, drug stores and orange juice stands.

Says Wolfe, "Reading is being upgraded, here as well as overseas. Sagas of blood and horse still outsell, even abroad, but the lists of new titles show discernment."

English publishers export 42% of their output. By comparison, in the same language, the United States ships less than 10%.

"Markets may baffle the exporter," Wolfe told us. "We sell more, for instance, to Indonesia than to Japan. Competition makes muscular difference. Japan has prolific publishers; Indonesia not so many. In Japan, too, one encounters German, English and Australian books.

"Africa is a brassy new continent for publishers, for frequently less developed countries are the largest United States customers. Nigeria is already big. Nigerians, with an educational elan so determined that 45% of their gross national product is spent for it, clear out book shipments overnight. Volume competition has not yet arrived, if you will excuse the industry's oldest pun."

One point is conclusive. With increased foreign knowledge of English, United States paperback publishers are in export to stay.

Economic-social OAS meeting set for 2nd go-round

Sao Paulo is host city for Oct. 29-Nov. 16 discussions

Problems, accomplishments, and basic objectives of the Alliance for Progress are coming up for their second annual review beginning October 29 in Sao Paulo, Brazil, as delegates of the Inter-American Economic and Social Council, Organization of American States, convene on the expert and ministerial levels.

With expert-level meetings scheduled for Oct. 29-Nov. 9 and ministerial-level meetings for Nov. 11-16, the preliminary agenda calls for examination of Alliance progress since last year, Latin American economic and social development programs, fiscal administration and policy, public administration, industrial and agricultural development and reform, housing, labor relations, the international trade of Latin America and its place in United Nations deliberations on commerce and development, problems of diversification and exporting, Common Market and GATT (General Agreement on Tariffs and Trade) policies, public and private development resources, and related topics.

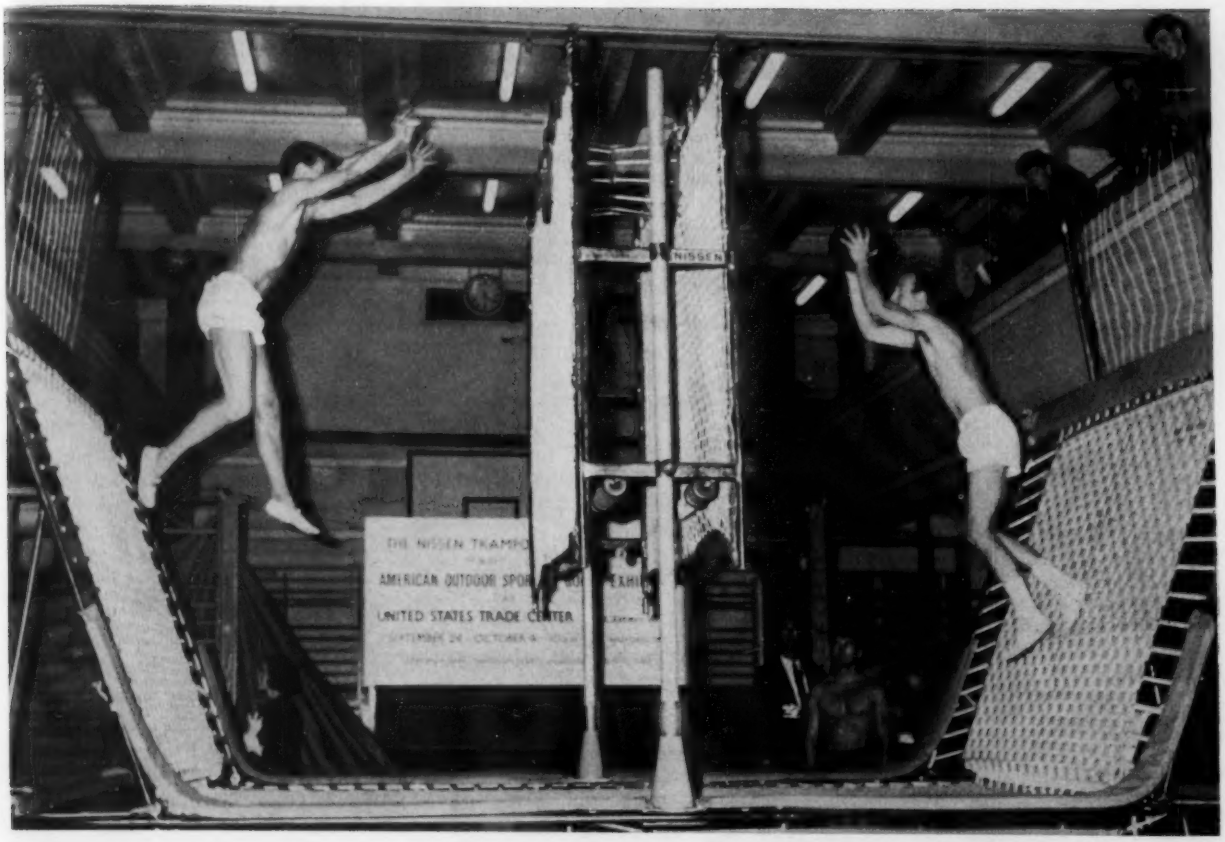
Lleras, Kubitschek reports

Particularly close scrutiny and animated discussion are expected to be devoted to deliberations centering around the reports of ex-Presidents Alberto Lleras of Colombia and Juscelino Kubitschek of Brazil on "Procedures for Adjusting the Inter-American System to the Dynamics of the Alliance for Progress."

80 U.S. companies exhibit at food fair in Germany

More than 80 U.S. companies took part in the 1963 ANUGA international fair in Cologne, Germany, which ended last week. The event took place Sept. 23-29.

Highlights of the U.S. exhibit included a demonstration kitchen and a supermarket. Clint Davis, information director of the exhibit, called the U.S. effort an "aggressive bid" for a larger share of the West German market for food products.



New, old sport among features at London Center

Trade reaction said excellent; one firm has order of $6,000

A new sport, "Spaceball," and the tried and tested game of golf were highlights of the outdoor sporting goods exhibition which closed Oct. 4 at the London Trade Center.

The photograph above shows a demonstration of "spaceball," which is a combination of volleyball and basketball on a trampoline, while several U.K. businessmen (right) inspect a line of U.S. golf clubs.

The trade reaction at the Sept. 24-Oct. 4 show was reported excellent. Five of the 18 U.S. firms exhibiting at the show reported sales ranging from samples to one worth $6,000. A total of 339 buyers visited the show during the first week.

Export expansion dates

The display and sale of U.S. goods overseas will be featured at Department of Commerce sponsored Trade Centers, Trade Fairs, and by U.S. Trade Missions every day of the year around the world. Dates for scheduled export promotional events are shown in the calendar below.

Trade Centers limit their exhibits to specific product lines and advertise their showing widely among potential overseas buyers.

Commercial Trade Fairs are sponsored in areas that a trade survey indicates present a good potential market, and are widely advertised locally.

Inter-agency Trade Fairs are often held in developing or Soviet bloc countries, and must conform strictly to the Fair theme.

U.S. Trade Missions carry with them specific business proposals and Mission members attempt to establish a direct contact with interested foreign firms. Mission reports are published in this magazine.

Inquiries about any of the activities may be addressed to a local Department of Commerce Field Office, or directly to the Department of Commerce, Attention, Bureau of International Commerce, Office of Trade Promotion, Washington, D.C., 20230.

Dates for Exporters

October 11 (ending date)—BANGKOK Trade Center—Boat and Water Equipment (locally produced)

October 12 (ending date)—MOGADISCIO—U.S. National Exhibition (Inter-Agency)

October 18 (ending date)—TOKYO Trade Center—Photography in Science, Industry, and Education

November 9 (ending date)—MALAYSIA-HONG KONG—Trade Mission

Oct. 11 - Nov. 8—LONDON Trade Center—Agriculture Show (USDA)

Oct. 12 - 27—BERLIN—German Industries Exhibition (Inter-Agency)*

Oct. 12 - Nov. 16—AUSTRIA-SWITZERLAND—Trade Mission

Oct. 16 - Nov. 1—FRANKFURT Trade Center—Outdoor Sporting Goods*

Oct. 18 - Nov. 3—TUNIS—International Trade Fair (Inter-Agency)*

Oct. 26 - Nov. 10—LIMA—Third Pacific International Trade Fair (Inter-Agency)*

Oct. 26 - Nov. 30—KENYA-UGANDA-TANGANYIKA-ZANZIBAR—Trade Mission

Nov. 3 - 7—DUSSELDORF—Ladies' Outer Garment Sales & Fashion Week (Commercial)

Nov. 13 - Dec. 6—BANGKOK Trade Center—Portable Power Tools for Light Industry*

Nov. 19 - Dec. 6—TOKYO Trade Center Advanced Medical Equipment*

Nov. 26 - Dec. 6—FRANKFURT Trade Center—Commercial Laundry and Dry Cleaning Equipment

Nov. 26 - Dec. 6—LONDON Trade Center—Advanced Electronic Components

Jan. 14 - 24 - '64—FRANKFURT Trade Center—Advanced Electronic Components

Jan. 21 - 31 - '64—LONDON Trade Center—Institutional Catering Equipment*

Jan. 21 - Feb. 7 - '64—TOKYO Trade Center—Small Business Machines

Jan. 28 - Feb. 7 - '64—MILAN Trade Center—Automotive Service and Maintenance Equipment

Feb. 5 - March 6 - '64—BANGKOK Trade Center—Auto Truck and Accessories

Feb. 11 - 21 - '64—FRANKFURT Trade Center—High Fidelity Components

Feb. 22 - March 22 - '64—VENEZUELA—Trade Mission

Feb. 22 - March 27 - '64—AUSTRALIA-NEW ZEALAND—Trade Mission

Feb. 24 - March 27 - '64—LONDON Trade Center—Agriculture Show (USDA)

Feb. 26 - March 27 - '64—TOKYO Trade Center—Agriculture Show (USDA)

Feb. 28 - March 20 - '64—TRIPOLI—International Trade Fair (Inter-Agency)

Feb. 29 - March 27 - '64—GERMANY—Trade Mission

March - '64—BAMAKO—U.S. National Exhibition (Tentative)

March 1 - 7 - '64—MILAN Trade Center—Air Conditioning/Refrigeration (Tentative)

March 9 - 17 - '64—UTRECHT—Royal Netherlands Fair (Commercial)

March 15 - 23 - '64—LYON—International Trade Fair (Commercial)

April 8 - May 2 - '64—BANGKOK Trade Center—Women's Fashions (Tentative)

April 9 - 29 - '64—OSAKA—International Trade Fair (Commercial)

April 12 - 27 - '64—MILAN Trade Center—Agriculture Show (USDA) (Tentative)

April 14 - May 1 - '64—TOKYO Trade Center—Food Processing Equipment (Tentative)

April 16 - 30 - '64—FRANKFURT Trade Center—Photographic Equipment

April 21 - May 1 - '64—LONDON Trade Center—Specialized Medical Equipment (Tentative)

April 25 - May 10 - '64—LILLE—International Trade Fair (Commercial)

May 2 - 30 - '64—FINLAND—Trade Mission

May 9 - June 5 - '64—UNITED KINGDOM—Trade Mission

May 11 - 22 - '64—MILAN Trade Center—Photo Equipment (Tentative)

May 17 - 28 - '64—PARIS—International Trade Fair (Commercial)

May 26 - 29 - '64—FRANKFURT—Interstoff Fair—Clothing Textiles

May 26 - June 12 - '64—TOKYO Trade Center—Commercial Laundry and Dry Cleaning (Tentative)

May 27 - June 19 - '64—BANGKOK Trade Center—Metal Working Equipment (Tentative)

June 1 - 20 - '64—BARCELONA—32nd International Samples Fair (Commercial)

June 3 - 10 - '64—BRUSSELS—International Trade Fair (Commercial)

June 5 - 14 - '64—ZURICH—Sixth Swiss Import Fair (Commercial)

***Fully booked**

Paraguay rescinds most of 1946 trade agreement with U.S.; wheat sales make U.S. top supplier

Most favored nation treatment is only feature retained; preferential rates to Western European nations also dropped

Paraguay has loosened its trade ties with the U.S. and Western Europe, as her relationships within the Latin American Free Trade Association begin to firm up.

Paraguay's traditional second quarter upswing rose to just below the level of the corresponding 1962 period. A drop in exports of lumber, logs, and tannin offset somewhat the overall effects of increases in the exports of most agricultural commodities, while general economic activity improved somewhat less than a year ago.

The resumption of PL480 wheat shipments reinstated the U.S. as the prime supplier and caused the over-all level of imports to rise.

The quarter saw the termination of a major portion of the 1946 trade agreement with the U.S., although the most-favored-nation treatment was retained.

Central bank reserves improved further, and the nation's balance of payments position was strengthened by an announced $3 million credit agreement with Spain. Plans for new manufacturing operations also moved forward.

Below estimates

It appears that the year's cotton crop will be closer to 39,000 tons than the previously estimated 45,000 tons, though this would still constitute an exceptionally large production. Over 65% of the estimated 12,600 ton yield of fibre should be available for export. The sugar harvest was expected to exceed the earlier estimate of 35,000 tons, and exports may double last year's 4,000 tons. The 1963 tung nut crop may double the 15,000 tons produced in 1962, though the price per ton has taken a corresponding decline.

Unfavorable weather and insect damages, it appeared, will hold the wheat crop down to about last year's level of 9,000 tons. However, coffee production for the year is currently estimated to exceed last year's 30,000 bags by 70%. Staple crops—corn, rice, manioca—experienced falling prices and moderate yields.

The dollar value of meat product exports for the quarter rose to about the 1962 level. Preliminary arrangements for a new $4 million slaughterhouse with a daily capacity of 600 head of cattle and 200 swine were made by the government-controlled COPACAR. French and German capital is to participate, and the facility may be ready for operation in 1966.

One large lumber firm went bankrupt and another went into receivership, as that industry continued to suffer from weak demand in Argentina. The second quarter export figures included only 13.9% lumber, down from 20.6% for the same 1962 quarter.

New business

A plastics fabricating plant, producing electrical conductors, plastic tubing and hoses, and polyethylene bags, commenced operation and was expected to fulfill the domestic demand for those items. New equipment was installed in the sugar and textile industries, and a new tung oil plant was announced. Construction of a $1 million jute mill by the Italian firm, Alberto Fedelli, was announced.

Cotton textile sales have apparently diminished, as the dominant producer, Manufactura de Pilar, dismissed 57 workers.

Both private and public construction activity were believed to have advanced moderately so far this year, and major road construction continued on the trans-Chaco and Brazil roads, as well as on several lesser routes.

The airline LAP took possession of 3 Convair 240 aircraft and began international operations. It was also rumored that the cargo line LAPSA would purchase one or more DC-6B's, which would be used to establish the first Paraguayan service between that country and the U.S. Additionally, a ship construction agreement with Spain was signed to provide for the construction of 5 vessels for Paraguay.

The accumulation of back wages was the source of some labor unrest, adding to the problems created by dismissal of the textile workers.

The 1946 U.S.-Paraguayan trade agreement was terminated, except for the most-favored-nation clause. However, preferential rates to Western European nations were also eliminated. Under the auspices of LAFTA, duty concessions were obtained from Argentina, which should help Paraguay's exports of wool and leather.

Imports hold line

Imports were compared with the second quarter of 1962, partially due to PL 480 wheat shipments from the U.S., which made the U.S. once again the chief source of imports. For the first half of 1963, total imports were $16.5 million, and exports were $14.4 million, compared with $16.9 million and $14.8 million, respectively, for the first half of 1962. Argentina continued as the prime market for Paraguayan goods, taking one third of total exports, but the U.S. moved forward to take one fourth of the total.

During the quarter, the Central Bank's net foreign exchange position improved by $1,024,000, while businessmen continued to report a shortage of foreign exchange in the market. The Spanish Government granted a credit of $3 million, which strengthened the country's balance of payments position. Time and savings deposits rose 9.8% during the quarter, and bank credit increased by 7.6%, while the money supply was steady.

More significantly, prices declined by about 3%, thus compensating for much of the 6-8% inflation of the first quarter. Wage rates also, remained stable. Improved customs administration and a relative increase in exports probably caused the 4.8% increase in export tax yield over the first half of 1962. The 5% capital levy of earlier this year was eliminated.

EUROPEAN LICENSE

Ameliotex, Inc. of New York City has granted the rights to UCB (Union Chimique-Chemische Bedrijven) of Belgium for the manufacture of Spandex yarn in the European market.

Trinidad opens 100th new factory on 1st anniversary

Industrial incentives program attracts wide investor interest

The recently-independent Caribbean country of Trinidad and Tobago celebrated its first anniversary of nationhood by opening its 100th "Pioneer" manufacturing plant on August 30. The plant —Samton Metal (Caribbean) Ltd.—will produce tubular steel metal furniture for the local and export markets.

Manufacturers have been drawn to Trinidad by a package of incentives offered to firms which qualify for pioneer status. These benefits include: income tax holidays; duty free imports of plant, equipment and raw materials; accelerated depreciation allowances; unlimited carryover of losses; industrial sites at developed industrial estates; repatriation of capital and profits.

Victor Outridge, Board Chairman of the Industrial Development Corporation (IDC), says that Trinidad's natural advantages are equally important in attracting investors. He listed these as including a literate, easily-trained English-speaking work force; an industrial tradition growing out of the long-established oil industry; a record of political stability; and access to all British Commonwealth markets at preferential rates.

Big names

The first 100 "pioneers" included firm names such as W. R. Grace and Company (who is building a second plant); British Paints, Ltd.; Maidenform; Nestle's and Lever Brothers. Most of them were locally owned, however. There is a growing trend for joint ventures combining Trinidadian and external resources.

The IDC estimates that these firms represent an investment of $50 million, and that an additional 39 facilities now under construction or definitely planned would bring the total investment past $100 million. IDC recommends about 40 new product lines which appear attractive for investment including: a small steel mill, a complex of petrochemical processes; paper and wallboard facilities utilizing bagasse (a waste product of sugar) and a series of food processing operations.

The Trinidad Chamber of Commerce has unanimously passed a motion to establish an Industrial Development Bank controlled and predominantly financed by private capital. A committee has been set up to draw plans for implementing the proposal.

The Minister of Finance assured the Chamber that Government was solidly behind the proposal to set up such a bank and would contribute to it. There are indications also that the Commonwealth Development Finance Company Limited would be willing to invest in such a bank provided that adequate capital was subscribed by the private sector and Government, and that the Bank was controlled by the private sector.

Uncertain outlook slows Viet-Nam's commercial activity

Government import licensing aims to replace drops in U.S. aid

Business activities continued to slow down in Viet-Nam in the first 2 weeks of September as a result of various uncertainties. Businessmen closely followed the Congressional debate on U.S. foreign aid and paid careful attention to public statements on U.S. policy toward Viet-Nam. Retail and wholesale activity continued to decline. Reduction of curfew hours, however, lengthened the business day and allowed more general circulation of people throughout the city areas.

The absence of buyers for plentiful supplies of basic commodities brought prices down for many commodities, including iron and steel, cotton yarn, cement, fertilizers, sugar and sweetened condensed milk. There was a slight increase only in the price of wheat flour as a result of general buying to make cakes for the traditional mid-autumn festival.

Licensing brisk

The Vietnamese Government continued briskly licensing imports with its own foreign currency, in part to compensate for the slower operations under the U.S. Commercial Aid Programs, and in order to assure steady arrivals of goods in coming months.

The Government licensing of imports in August totaled $13 million, the highest monthly total in 3 years. U.S. Commercial Aid Program licensing in August was $9 million.

$40 million loan to help Mexico buy highway equipment

World Bank funds will cover foreign exchange requirements of $96 million road program

The World Bank has made a loan equivalent to $40 million to assist in financing Mexico's highway program from 1963 to 66. The program includes the reconstruction, completion or new construction of 40 roads having a total length of 4,100 miles and the purchase of maintenance and laboratory equipment to improve and expand maintenance operations and to facilitate the control of road construction.

Equipment purchased through World Bank loans is required to be procured through international competitive bidding.

The loan was made to Nacional Financiera, S.A., an official financing institution which by law is authorized to incur external loans on behalf of the Mexican Government. The program is being carried out by the Secretariat of Public Works.

The total cost of the program is estimated at the equivalent of $96 million. The Bank loan of $40 million will cover the foreign exchange requirements.

The 3-year program being assisted by the loan includes the improvement or reconstruction of 1,340 miles of 11 paved roads, completion of 1,256 miles of 20 roads already under construction, and construction of 9 new roads totaling about 493 miles. The program also provides for the procurement of maintenance equipment to replace worn-out machinery and to intensify mechanization of operations. In addition, laboratory equipment will be procured for the Department of Projects and Laboratories, which is in charge of the design and scientific control of the highways.

The roads to be reconstructed require widening, realignment and strengthening of the pavement. The trunk roads to be completed or constructed under the project will provide shorter connections or better alternatives between towns and cities which are already linked by other routes. Twenty-three feeder and penetration roads will be built or improved to provide adequate access to farm regions.

German trade in photo products mixed

Imports again show rise while exports dip; Belgian slice of German market continues high but U.K. and U.S. share rise

West Germany's imports of photographic products continue to increase in the first quarter of 1963 while exports decline, compared with the same quarter of 1962, according to the latest official German foreign trade statistics.

Imports amounted to $9,058,000 in the first three months of 1963, compared with $8,721,000 for the corresponding period of 1962. Exports were valued at $30,170,000 and, for the like period of 1962, $31,056,000.

Although Belgium was the chief supplier of photographic products to West Germany—$2,407,500 or 26.6% in the first quarter of 1963—this marked share represents a decrease of 23.4% compared with the first quarter of 1962. The United States and the United Kingdom were the next important suppliers with $1,574,000 and $1,389,250, respectively, both increases over the same quarter of 1962.

Top export market

The United States is Germany's leading export market with $3,457,000, slightly less than the first three months of 1962. France followed very closely with $3,320,500, also a small decline from the 1962 quarter. Meanwhile, increased exports went to Italy, the United Kingdom, Switzerland and Sweden.

West Germany's principal import item was sensitized, unexposed photographic film which was valued at $4,251,750, a decrease of 17% compared with the first quarter of 1962. Belgium supplied 34.6%, the U.S. 19.5%, France 18.5% and Italy 17.5%.

Imports of equipment and apparatus for motion picture and photographic laboratories increased from $612,750 in the first three months of 1962 to $1,553,250 for the corresponding period of 1963. The United Kingdom supplied $885,500 of the total.

Foreign purchases of sensitized photographic paper totaled $1,281,750, up 19.3% over the first quarter of 1962. Belgium furnished 71.3%.

Camera sales down

Exports of still cameras in the first three months of 1963 totaled 351,785 valued at $7,644,000, a decline of 10.4% in number and 15.4% in value from the same period of 1962. Shipments to the U.S. dropped from 36,377 still cameras valued at $1,496,000 in the first quarter of 1962 to 24,920 still cameras valued at $1,258,750 for the 1963 period. There were substantial declines in exports to France, the United Kingdom, Sweden and Switzerland.

Sales of sensitized, unexposed photographic film showed a 9.5% increase and totaled $6,388,500 for the first quarter of 1963. The leading markets were Italy, the Netherlands, the U.S. and France, all with increases over the first quarter of 1962.

There was a 3.2% decline in West Germany's exports of still projectors, reducing and enlarging apparatus, which amounted to $2,897,250. Oversea shipments of equipment and apparatus for motion picture and photographic processing laboratories also declined 7.9% from the 1962 total of $2,728,000.

Statistics on Germany's foreign trade in photographic products for the first quarters of 1962 and 1963 are available from the Scientific, Photographic & Business Equipment Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230.

Philippine movie output up; U.S. films popular

Philippine movie production continued to increase in 1962, with the release of 138 feature films, compared to 115 in 1961 and 109 in 1960, according to the U.S. Embassy, Manila.

About half of the production was accounted for by three large studios, with a large number of smaller production firms accounting for the balance. The small, independent producer normally rents studio space and equipment from the larger companies.

U.S. movies are still the most popular in the Philippines, although European films are gaining some favor, especially in the larger cities. Noteworthy was a week-long "festival" of Swedish films presented by one of the larger downtown Manila theaters.

A total of 10.9 million linear feet of exposed motion picture films were imported into the Philippines in 1962, of which 7.9 million feet or about 72% were from the United States. Other principal suppliers of films were the United Kingdom, Italy, Hong Kong and Japan.

Japan readies new 100-mile section of toll highway

World Bank loans $75 million for project; major contracts open to international bidding

The World Bank has loaned Japan $75 million to help finance the continuing construction of a toll express highway which will become one of the nation's principal commercial arteries. The loan will finance a 100-mile section connecting Tokyo and Shizuoka; earlier loans have financed parts of the same highway, which ultimately will extend 335 miles from Tokyo to Kobe.

The loan was made to the Nihon Doro Kodan (Japan Highway Public Corporation), a government corporation responsible for the construction, operation and maintenance of toll roads and related facilities in Japan. The designs, plans and specifications of these toll roads are prepared by the Corporation, assisted by outside consultants when necessary. The construction work is executed by contractors on a unit price basis under the supervision of the Corporation; operation and maintenance of the facilities are carried out mainly by its own forces.

The total cost of the project, including construction, land acquisition, engineering and interest during the construction period, is estimated at the equivalent of about $630 million. Although no bids were received from non-Japanese firms on the sections of this highway which were previously financed by the Bank, Nihon Doro Kodan will continue to provide opportunity for international competitive bidding on major contracts.

The project includes heavy earthworks, the construction of bridges, tunnels, viaducts, interchanges, service areas, bus stops, toll stations, traffic control facilities and connecting links with the existing road network. Almost one-quarter of the expressway, extending from the south-western suburbs of Tokyo, will be 6-lane and the remainder will be 4-lane.

RETAILERS GALORE

A survey conducted by the Ministry of Industry and Commerce shows that Italy has one food retail shop for every 120 inhabitants and one non-food retail store for every 176 inhabitants.

Venezuela receives $85 million loan to aid Guri project

World Bank funds will finance project's foreign exchange costs

The World Bank has loaned Venezuela the equivalent of $85 million for electric power development. The loan will help to finance the construction of the Guri hydroelectric project on the Caroni River, one of the country's most important sources of hydroelectric power.

The total cost of the first stage is estimated at $137 million, and the Bank's loan is calculated to meet the foreign exchange cost.

Purchases of non-domestic products which are financed through World Bank loans are subject to international competitive bidding.

The Guri project will help to realize the economic potential of the richly endowed Guayana region of eastern Venezuela, in which a large part of Venezuela's mineral wealth is found.

The Corporacion Venezolana de Guayana (CVG), a government agency responsible for promoting the development of the Guayanas, has initiated a number of steps for the industrial development of the area. CVG already is operating a large integrated steel works at Ciudad Guayana with a capacity of about 600,000 tons a year of finished steel products. Negotiations have been completed between CVG and Reynolds International Inc. for setting up an aluminum plant, and the setting appears favorable for the establishment of other industries, including the manufacture of ferro-alloys and fertilizers.

Authorities

The $85 million Bank loan was made to C.V.G. Electrificacion del Caroni C.A. (EDELCA), a wholly-owned subsidiary of CVG established in August 1963 to construct the project and to own and operate both the Guri and the Macagua plants. Overall responsibility for the execution of the Guri project lies with EDELCA's staff, the nucleus of which was formerly the electric power division of the parent CVG. The management's consultants, Harza Engineering Company International which has participated in planning the project, will assist in supervising the construction of Guri.

Latin importers' U.S. debt fell $2.8 million in August

Outstanding confirmed letters of credit drawn by Latin American importers in favor of U.S. exporters rose $13.5 million during August to a total of $143.9 million, the highest since June 1962. The Federal Reserve Bank of New York's monthly survey of Latin American export credit experience of 11 commercial banks showed that during the same month, however, the outstanding draft indebtedness of Latin American importers decreased $2.8 million to $219.6 million, as U.S. exporters drew $34.3 million in new drafts and received $37.1 million in payments.

Importers in Venezuela showed the largest decline in outstanding indebtedness, with a drop of $2.1 million to $35.8 million, the lowest figure reported for that country since October 1960. Importers in Peru and Colombia also showed decreases in draft indebtedness of $1.3 million and $1.2 million, respectively. The only significant increase was reported for Chile, with its outstanding indebtedness rising by $1 million to $17.3 million.

Chile buys water treatment plant from New Jersey firm

One of the largest complete water treatment plants ever purchased from the U.S. will soon be constructed in Chile. The coagulation-filtration type plant will supply jointly the cities of Concepcion and Talcahuano with more than 240 million liters of clean drinking water per day—equal to about 63 million U.S. gallons daily. The plant is designed and manufactured by the Permutit Company in Paramus, New Jersey, a division of Pfaudler Permutit Inc. The plant will cost more than $500,00.

The plant will be located on a peninsula in the Bio Bio River, which will serve as the raw water source. The project is under the direction of the Federal Government of Chile and is financed through the Inter American Development Bank (IDB). Prime contractor is Foram Chilena Ltda., assisted by the engineering firm of Eugenio Browne & Associates. Permutit manufacturers a complete line of water treatment equipment and chemicals with worldwide service facilities.

TURKS BUY FIATS

One hundred Fiat tractors, for a total value of $1,105,000, have been ordered by the Turkish Bureau of Public Roads.

Yugoslav imports of photographic products gain

X-ray film purchases high; U.S. market share rises

Yugoslavia increased its foreign purchases of photographic products slightly in 1962 compared with 1961. The increase was reflected in larger purchases from Italy, East Germany and the United States. Imports were valued at $3,514,462 in 1961 and $3,632,214 in 1962, according to the latest official Yugoslav figures.

Italy supplied 42.3% of the imports in 1962 compared with 39.8% in 1961, but the value of shipments increased only 9.7%. East Germany increased its exports from $656,190 in 1961 to $810,152 in 1962, a gain of 23.5%. West Germany's shipments dropped to $302,600 in 1962, a decline of 39.5% compared with 1961. A remarkable increase was recorded by the United States, with exports valued at $222,764, while in 1961 the total was only $58,872. The French share of the market in 1961 was about 10% but dropped to 3% in 1962.

X-ray film, the leading import item in 1962, was valued at $863,209, an increase of 28.7% over 1961. Italy supplied $690,789, followed by the United States with $134,918.

Movie film

Sensitized motion-picture film, unexposed, was valued at $701,884, about 10% higher than in 1961. Italy furnished $268,891 and East Germany $240,839.

Foreign purchases of photographic apparatus dipped from $523,086 in 1961 to $426,963 in 1962. The principal suppliers were Italy, 34.4%; East Germany, 31.7%; and U.S.S.R., 19.4%.

Film for photography increased slightly and was valued at $396,839. Imports of this item, principally from Italy, $214,925, and East Germany, $124,522, represent increases of 12.2% and 27.7%, respectively, over 1961.

Statistics on Yugoslavia's imports of photographic products for 1961 and 1962 are available from the Scientific, Photographic & Business Equipment Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230.

Good crops help keep Malagasy on expansive trend; new code aims to attract foreign investors

Government hires U.S. firm to survey investment projects; U.S. buys almost 10 times as much as it sells to island nation

The relatively favorable conditions in several sectors of the Malagasy economy last year continued into the first half of 1963. Mineral production held up well despite a drop in mica output. Food production is expected to hold its own, perhaps even increase a little over last year.

Thus far in 1963, local industry has shown an upward trend. Several industrial investment projects are under discussion, the most important of which is an oil refinery.

However, there were some indications that all was not entirely well with the economy. The 20% drop in total exports during the first 6 months of the year compared with the same period of 1962. The decline resulted mainly from lower export sales of coffee and vanilla. On the other hand, imports reached a new record, reflecting strong consumer demand and increased expenditure for local investment.

According to preliminary foreign trade statistics, Madagascar's exports in the first 6 months of 1963 amounted to $33.4 million, compared with the $40.1 million noted in the corresponding period of last year. However, the adverse trade balance noted thus far is not fully indicative of the total for all of 1963, since the bulk of coffee exports occur in the last half of the year. On the other hand, January-June imports were $61 million, a new record, representing a 2.5% increase over the $59.5 million in 1962.

Higher consumption

Rising private incomes have resulted in larger purchases of clothing, motor vehicles and gasoline, foodstuffs and beverages. In terms of trading partners, France continues to dominate both the import and export picture.

U.S. statistics show that in the first half of this year shipments to Madagascar totaled about $1.2 million, compared with $1 million in the corresponding period of 1962. During the same period, U.S. purchases in Madagascar, principally coffee, increased from $8.6 million last year to $11.5 million in 1963.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Agriculture is the backbone of the Malagasy economy in the cash sector. At least 90% of Madagascar's exports are agricultural products, and of this group coffee alone accounts for over 30% of total exports, with important contributions from rice, vanilla, and sugar. All the major crops are estimated to be doing well and there should be plentiful supplies for export.

The problems which have recently arisen deal with prices and marketing. Like all other countries in the International Coffee Agreement, Madagascar is limited to an export quota which, in her case, amounts to 49,000 metric tons. This quota is at present adequate but limits expansion. Vanilla, too, faces some of the same problems this year, with considerable production and lack of markets.

Except for mica, almost all industries and mines show increased production. Cement, cotton cloth, edible oils, alcoholic beverages, beer, chewing and smoking tobacco, and cigarettes show increased output. Graphite has also shown a good increase in production.

A revised investment code and the recent signing of an investment guarantee agreement with the U.S. are evidences of Madagascar's desire to attract foreign investment. Several investment projects are being considered, including an oil refinery, a vanilla processing factory, small shirt and pants factories, a tourist hotel and a paper mill. U.S. firms are interested in some of these projects. An American firm is currently doing an industrial survey to develop investment projects for the Malagasy Government, particularly in the mineral and industrial areas.

Foreign aid

Madagascar has received a large amount of foreign aid, mainly from France, and in the next few years will also receive significant amounts from the EEC. French aid is currently running at about $91 million a year. Germany, Israel, the UN and other international agencies, and the U.S. also have aid programs in the country. U.S. aid has taken the form of small grants connected with a technical aid program which totaled $530,000 in fiscal 1963. The U.S. also has a Food for Peace program which provides dried milk, wheat flour, and other foodstuffs for school children and hospital patients. This program began large-scale operation during the 1963 fiscal year, and the level for fiscal 1964 is estimated at $2 million.

Taiwan to have fishing vessels built abroad

The World Bank has loaned the equivalent of $7.8 million to the Republic of China for the purchase abroad of 16 modern deep-sea fishing vessels to expand the country's tuna fishing fleet.

The Bank loan of $7.8 million will meet the foreign exchange costs of constructing and equipping 13 vessels of the 300-ton class and 3 vessels of the 1,000-ton class. The vessels will be of the most modern design and equipped for year-round operation. Each of the 1,000-ton class vessels will carry at least 2 subsidiary boats of 20 tons each.

Construction contracts will be awarded on the basis of international competitive bidding.

The ships will be operated by selected fishing companies to which the Government of China will relend the proceeds of the Bank loan. The Land Bank of Taiwan will be responsible for administering the loans on behalf of the Government. The Taiwan Fisheries Bureau, a government organization responsible for the administration of fisheries, will supervise all technical aspects of the project.

Tariff Commission finds no injury by titanium imports

French sales not anticompetitive, and don't materially damage domestic industry, says Commission

On the basis of an investigation, the Tariff Commission has unanimously determined that an industry in the U.S. is not being, and is not likely to be, injured, or prevented from being established, by the importation of titanium dioxide from France, sold at less than fair value within the meaning of the Antidumping Act.

The Commission said that Congress did not consider sales "at less than fair value" as being wrong by their very nature; such sales are condemned in the act only when they have an anticompetitive effect; and it is only then that such sales may be equated with the concept of "unfair competition." The decision also quoted a Supreme Court decision stating that "The act was certainly not intended to fetter free and fair competition as commonly understood and practiced by honorable opponents in trade."

The Commission found that, typically, the U.S. user of French TiO_2 concentrates on a single grade of TiO_2, necessarily places orders well in advance of need, risks uncertain and late deliveries, and obtains less generous credit terms than are offered by domestic suppliers. In the absence of a price inducement, he would not necessarily purchase the article at all.

The corresponding price for French TiO_2, ex-dock, is approximately 2 cents per pound lower than U.S. prices, which are identical for all producers. The actual delivered cost of French TiO_2 to the domestic purchaser, however, depends on transportation charges from the port of entry to the geographic area in which the purchaser's plant is located.

The Commission said that marketing practices (product development, sales engineering, pricing, et cetera) of the domestic industry, far more than the margin of difference involved in sales of foreign TiO_2 at less than fair value, account for the increasing competition of imports. This competition, however, is neither anticompetitive in nature nor has it attained a level of significance that connotes material injury for the domestic industry. The ratio of annual imports of French TiO_2 has been less than 1% of the U.S. annual consumption. During the past 3 years, the domestic industry has increased both its output and productive capacity, has not reduced prices, and has experienced a rising trend in the volume of sales.

President gets report on glass trade events

The U.S. Tariff Commission has submitted a report on developments in the cylinder, crown and sheet glass to the President.

Following an escape-clause investigation by the Tariff Commission, President Kennedy increased the rates of duty for these items on June 17, 1962.

The report presents statistical data and other information with respect to cylinder, crown, and sheet glass, with emphasis on developments that have occurred since the Commission reported to the President on its escape-clause investigation in May 1961.

Copies of the Commission's report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, U.S. Tariff Commission, 8th and E Sts., NW., Washington, D.C. 20436.

Brazil to buy $94 million worth of U.S. wheat, flour

The U.S. Department of Agriculture has announced a multiyear agreement between the U.S. and Brazil providing for the sale of $94.4 million worth (including certain ocean transportation costs) of wheat, including flour, for Brazilian cruzeiros. Shipment will be made during calendar years 1963 and 1964.

Sales will be by private U.S. traders. Details of purchase authorizations will be announced when the authorizations are issued.

Further information regarding the agreement may be obtained from the Program Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. (DUdley 8-6211 or DUdley 8-5433).

U.S. forms committee to ease international movement problems

Will try to ease flow of goods, persons; 9 agencies take part

Secretary of Commerce Luther H. Hodges has announced formation of a National Facilitation Committee to coordinate Federal efforts to simplify procedures for the movement of persons and goods across international boundaries.

The committee's concern will be the rules governing the entry and clearance of vehicles, vessels and aircraft and the passage of persons and goods across international boundaries. These include various customs, immigration, public health and quarantine requirements, military and Coast Guard regulations, and passports, visa and fiscal controls.

The Committee will make recommendations on these matters and coordinate the facilitation activities of Federal agencies. It is expected to give special attention to cooperation with international organizations such as the International Civil Aviation Organization (ICAO), the Intergovernmental Maritime Consultative Organization (IMCO), the Organization of American States (OAS), the International Union of Official Travel Organizations (IUOTO) and economic commissions of the United Nations in their efforts to facilitate international trade and travel.

Agencies on the Committee include the Departments of State, Treasury, Defense, Justice, Agriculture, Commerce, and Health, Education, and Welfare, the Civil Aeronautics Board, and the Federal Aviation Agency.

Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business, will serve as Chairman of the Committee; George Donat, Deputy Director of the Bureau of International Commerce, will act as Dr. Behrman's alternate.

Inquiries concerning the Committee and its activities may be addressed to the Executive Secretary of the National Facilitation Committee, U.S. Department of Commerce, Bureau of International Commerce, Transportation and Insurance Division, Washington, D.C. 20230.

Japan continues import-control liberalization

Action affects 35 categories as liberalization climbs to 92%

Japan has liberalized import controls on another 35 commodity-groups, effective from Aug. 31, 1963. The action brings Japan's total liberalization to 92% (based on 1959 imported items).

Commodity groups transferred from the Negative List, or Fund-Allocation (FA) import licensing system, to the Automatic Approval (AA) list include:

Peanut or rape-seed flour or meal; wood, or wooden packing cases of lauan, keruind, mersawa, and apitons; yarns of man-made fiber, cotton, lace or embroidery; man-made fibers (discontinuous); handkerchiefs of flax or ramie; footwear; headgear (beret); and raw sugar.

Larger group

Certain commodities, comprising much the larger group affected, were transferred from the Negative List to the Automatic Fund Allocation (AFA) licensing system. These include:

Beans for seed use; corn-flour and meal; silicon; aniline; perfumed hair oil, pomade, and other toilet preparations of oil, fat, or wax (excluding lipstick and cream); other toilet preparations (excluding toilet water); agglomerated cork and articles thereof; textiles of flax and ramie; rods and tubes of fused quartz; unworked cast or rolled glass, whether figured or not; uncolored plate-glass, not more than 2.5 mm. in thickness; and safety-glass.

Also, ferro-nickel; hollow-mining drill steel; high-carbon hollow-drill steel; electric poles of iron or steel; bars, shapes and wires of steel; bars, shapes and wires of lead; articles of lead, cast, not elsewhere specified; crown bottle-caps of base metal; water-engines and turbines, pumped-storage type, and parts; oil-pressure motors and gas turbines and parts; oil-pressure pumps and parts; air and gas compressors; and window-type air conditioners.

Also, test boring machines; some types of ordinary and vertical lathes; horizontal boring machines; bed-type milling machines; planers; cylindrical grinding machines; gear shapers, pinion-gear cutting type; electric cash registers; side-thruster and active rudder and parts; inner-tube valve and inner-tube valve body for bicycle, and control valve for hydraulic system; and electric accumulators.

Also, telephone switchboard (cross-bar system); fixed condensor; air-blast circuit breaker and fixed resistor; thermionic tubes (unit price less than $5 cost, insurance, and freight); signal-generators; ships and boats of less than 20 tons equipped with outboard motor less than 25 h.p., and hydro-foil boats; fatigue-tester for metal use; spectral-analytical equipment with grating and electrical fatigue-tester for metals; instruments and apparatus for measuring or checking electrical quantities; table clocks (unit value not more than $3.50 c.i.f.); prepared tapes, wires and strips for sound and video recording (excluding magnetic film and tape).

The liberalization of window air-conditioners, the last remaining item on the Negative List in the air-conditioning and refrigeration group, is expected to result in increased exports from the United States. Also of interest to U.S. exporters are the machinery items, spectral-analytical equipment, footwear and the cosmetic items.

Central American 'market' entry of Costa Rica is set

Concluding steps towards formal ratification taken

Costa Rica's tariff schedule, completely revised on September 1, now reflects common external tariff rates of the Central American common market.

Momentarily, the Government is expected to deposit its ratification of the common market agreements and enter into all arrangements now in force.

The new schedule eliminates various customs surcharges and taxes applied to imports under the former tariff. These include the customs surcharges of 15 or 30% of the cost, insurance, and freight value, the surtax of 3% of applicable duties, and the taxes on imported alcoholic beverages, footwear, cigarettes, fertilizers and pesticides, ladies' hosiery, zippers, crown caps, powdered milk, and dehydrated yeast.

Wide cuts

Elimination of the 15 and 30% custom surcharges means that duty rates on a wide range of tariff classifications will be lowered. In certain instances, however, rates will rise. Information regarding the current rates on specific commodities may be obtained upon request to the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Guatemala has already deposited its ratification instruments, and with Costa Rica following suit only one other country's deposit of ratification is needed to bring the Protocol into effect for the required 3 signatories.

Higher duties on paper applied by Guatemala

Guatemala has again raised its duties on printing- and writing-paper imports, effective from Aug. 28, 1963. Previous hikes were put into effect on July 4, 1963.

Duties on paper for books and other printed matter, as well as on writing-paper in rolls and sheets, not cut to size (including copy paper), unlined, have been increased from 6 to 10¢ per gross kilo, with no change in the additional ad valorem duty of 10% of cost, insurance, and freight value.

The increases are designed to protect Guatemala's domestic paper industry, Industria Papelera Centro Americana, S.A. (IPCASA), and conform to the yet-to-be-implemented San Jose Protocol of the Central American Agreement on Equalization of Import Duties.

Iraq requires licensing for items freed in April

Re-imposition by Iraq of import licensing for 132 commodities freed in April was announced on September 11. Letters of credit established and goods shipped prior to the notification are not affected.

The move is unlikely to have any significant impact on U.S. exports to Iraq. The 132 items freed in April were generally of the type classed as "necessities," for which import licenses had always been easily obtainable. In addition, the Minister of Commerce has stated that the Government is prepared to issue licenses readily for imports of goods formerly on the free list.

ANTI-DUMPERS MEET

The Italian anti-dumping Commission held its first session recently under the chairmanship of Foreign Trade Minister Trabucchi. The Commission, established in January 1963, has the task of ascertaining the scope of dumping practiced by foreign countries and to recommend counter-measures.

Tariff negotiators map LAFTA's future

Further leveling of trade barriers among LAFTA (Latin American Free Trade Association) members is a primary objective of the third annual LAFTA tariff-negotiating session, now in progress. The session will be followed by a foreign ministers' meeting to consider important policy decisions.

High on the provisional agenda are: creation of a consultative mechanism of LAFTA foreign ministers to review progress under the Montevideo Treaty, harmonization of development programs and policies, harmonization of commercial and tariff policies with a view to eventual adoption of common external tariff, acceleration of intra-LAFTA trade liberalization and establishment of payments and export-financing systems.

Beginnings

Foreshadowing these moves was a series of earlier steps:

- In April, LAFTA members met in Bogota, Colombia, on commercial policy and financial matters. They adopted a resolution calling for continued efforts to achieve uniformity in customs tariffs.
- LAFTA planning authorities in April held their first Conference on Planning and Industrial Development in Lima, Peru. The Conference in its final declaration recommended development-planning coordination among the member states.
- In May at the 10th Session of the Economic Commission for Latin America (ECLA), Dr. Raul Prebisch, former Executive Secretary, delivered a major address in which he urged that LAFTA negotiate tariff reductions across the board rather than through the current system of selective negotiations.
- During the summer Latin American manufacturers held a number of conferences, one of their purposes being to promote economic integration through the development of complementarity agreements.

Royalty-pact filing rules set by Chile Central Bank

Parties to royalty agreements in Chile will become eligible to receive foreign exchange for remittances of royalties upon compliance with new filing and registration regulations established by the Central Bank of Chile on September 10, the U.S. Embassy in Santiago reports.

All royalty agreements must be filed in the form of written contracts and entered on a special register with the Central Bank. Parties to existing royalty agreements have 30 days to comply with the new procedures.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Bolivia raises many duties in 'luxury' group

Decree applies to vehicles, alcoholic beverages, others

Word has been received that Bolivia, by Decree No. 6563 (Aug. 30, 1963), increased duties on alcoholic beverages and preparations, various plastic products, textile fibers, vehicles, and musical instruments.

The following are examples of major changes expressed in bolivanos per unit with former rates in parentheses (11,885 bolivianos equal $1): ethyl alcohol, 10,000 per liter (8,000) plus 30% ad valorem (10%); alcoholic preparations, 10,000 per liter (10,000) plus 30% ad valorem (10%); phonographs, dictaphones, etc., 50% ad valorem (30%); transport vehicles, other than buses, jeep-type vehicles, and trucks, 80% ad valorem (40%); trucks, covered, with a capacity of 1,500 kilograms, 60% ad valorem (35%); pick-up trucks with a capacity of 1,500 kilograms, 35% ad valorem (25%).

Reclassifications

There were also changes of tariff classifications and increases of duties on various semi-fabricated plastic materials, textile fibers, and electrical machinery.

The decree also established a minimum valuation per kilogram, gross weight, on which the ad valorem duty is assessed for certain classes of automotive vehicles, as follows: Jeep-type vehicles, $1.30, passenger cars, $2, and trucks of up to 1,500-kilos capacity, $1.50.

Duties cut by France in anti-inflationary move

To check inflation, France has reduced import duties on certain foods and on a variety of industrial products, effective from September 13th.

Most reductions apply to shipments from all countries. Only a few are limited to imports from Common Market members.

Imports from the U.S. benefiting from lower rates include: canned salmon, lobster, some wool and cotton clothing, leather shoes, steel casks, drums, steel tacks and nails, steel bolts, nuts and screws, stoves, ranges, heaters, stainless-steel sinks, files and rasps, pliers, spanners and wrenches, razors and blades, certain farm machinery, automatic vending machines, steel taps, cocks and valves, electric water-heaters, electric irons, filament and discharge bulbs, bicycles, certain furniture, some dolls and toys, and Christmas decorations.

For detailed information on the current duties, contact the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

India to go ahead on Bokaro steel project

India's Minister for Steel and Heavy Industry, making a factual presentation to Parliament after Prime Minister Nehru's withdrawal of his request for U.S. assistance on the Bokaro steel project, affirmed India's plans for continuing with the project.

India, the cabined officer said, will invite tenders for equipment from various countries, including the United States, and will place orders depending on offers and availability of credits.

Lebanon extends deadline on food-label compliance

Lebanon has extended until Dec. 31, 1963, the time allowed for importers to comply with canned-food labeling requirements under Decree No. 6459 (Apr. 11, 1961, as amended by Decree No. 8616, Jan. 30, 1962). These requirements were reported in detail in FOREIGN COMMERCE WEEKLY, Mar. 5, 1962, p. 402.

Far Eastern steel enterprise seeking out U.S. concern for capital, technical assistance

Equity participation offered; production of reinforcing steel bars hampered by high manufacturing costs

Equity participation is offered U.S. investors by a Far Eastern steel company in exchange for capital and technical assistance. Established in 1956, this firm has been engaged in annealing and rolling select ferrous scrap into plain steel reinforcing rods. In 1961, the company installed an electric blast furnace to manufacture ingots.

The steel plant can produce 2,000 tons of reinforcing steel bars a month during a normal 2-shift work schedule. On a 24-hour basis, the maximum production rate can be increased to 3,000 tons a month. Deformed bars can be manufactured at a rate of one-half the normal production rate of 2,000 tons per month provided the monthly demand is at least 1,000 tons.

Domestic needs

Domestic demand for steel reinforcing rods is 2,000 tons monthly including deformed bars. It is anticipated that the demand will fluctuate upward because of the constantly increasing local construction program which is supplemented with construction orders placed each year for the U.S. military forces.

Because of high manufacturing costs, partly attributable to its lack of experienced workers, the steel firm has incurred net losses totalling $330,000 for the period April 1, 1962 through March 31, 1963. Dumping of steel by other manufacturers of steel in the Far East also affected the firm's operations.

A 20% import tax imposed by local authorities in March 1963 will permit the steel firm to compete with local importers. Company officials believe, however, that U.S. technical assistance is also needed to enable the firm to put its operation on a profitable basis.

For further details, write to Bureau of International Commerce, Office of International Investment, File 3-3312-1, IRD (B), Department of Commerce, Washington, D.C. 20230.

Honduran proposes plant to produce men's socks

A Honduran manufacturer's representative is interested in establishing a plant in Honduras for the production of men's socks. To do so, a joint-venture agreement is sought with a U.S. investor who is already in the business of manufacturing hose but wishes to expand operations to include the Central American Common Market. The Honduran businessman claims to have $50,000 to invest for this purpose.

For further details, write to Mr. Elias Guerrero, Frente al Banco Central de Honduras, Tegucigalpa, Honduras.

Iraqi drug firm seeks capital

Plans to expand production, offers equity participation

Equity participation is offered U.S. investors by an Iraqi pharmaceutical company in return for capital required for expansion purposes. The Iraqi firm produces ampoules, ointment, syrups and tablets. At present it manufactures about 70 pharmaceutical products but could easily expand its line.

The firm reportedly has received assurances from the Government that, under the law promoting private industries, it would obtain a complete monopoly on the Iraqi market for 11 drug items once it is able to supply the market with these products in sufficient quantities. The products include APC tablets, vitamins B_1 and C, sulfadiazine, hydrogen peroxide, zinc ointment, calamine lotion and iodine. Although this offer is still valid, the firm, because of inadequate working capital, has never expanded its output to the point where it could enjoy this protection.

Funds from U.S. sources will be used to purchase large quantities of raw materials required in the further diversification of the company's line of drugs. It is reported that a new Government pharmaceutical plant which will produce antibiotics will not be a direct competitor. There are no other pharmaceutical plants in Iraq.

Interested investors may obtain further details from the Bureau of International Commerce, Office of International Investment, File 4-2834-5, IRD(B), Department of Commerce, Washington, D.C. 20230.

Output of heating, cooling, other equipment wanted

A license or joint venture is sought in Germany to manufacture heating and cooling systems, stainless steel fittings and apparatus for the chemical, beverage and related industries.

Write to Kraftanlagen Aktiengesellschaft, 9-15 Bismarckstrasse, Heidelberg.

U.S. capital asked for Senegal insurance firm

An importer and wholesaler of industrial equipment is seeking U.S. capital to set up an insurance company in Senegal. Twenty-five percent equity participation is offered U.S. investors in return for capital in the amount of $4-500,000.

Write to ERTEC, S.A., B.P. 1775, Dakar, Senegal.

Manufacture of cameras, optical equipment sought

A French manufacturer of various accessories and precision instruments seeks a license for the production of precision mechanical apparatus such as motion-picture apparatus, cameras and optical equipment for small precision apparatus.

Write to Assn. de Techniciens en Optique et Mecanique Scientifique, 26 rue Smolet, Nice (Alpes-Maritimes).

New Zealand firm needs buying agent

A Wellington, New Zealand, firm desires to establish a connection with a reliable and active buying representative to handle its import requirements from the U.S. and possibly Canada.

Alternatively, depending on the size of the representative's territory, separate arrangements might be considered with combination export managers in such cities as New York, Chicago, San Francisco and appropriate Canadian locations.

The firm is interested in heavy industrial equipment and would depend on its representatives to locate such items as new and used equipment for special types of locomotives, working draglines, rock crushing plants, conveyor equipment, mining machinery, and a variety of foundry and mill equipment. This equipment could include types that are obsolete in the U.S. but suitable for smaller scale New Zealand operations. Electrical equipment constitutes another broad area of interest. The representative should have familiarity with plant and machinery for wood processing, papermaking, meat cutting and packing, and equipment for material handling.

Interested U.S. national or regional buying representatives may contact Mr. G. B. Bradshaw, Chairman of the Board and Manager, Richardson McCabe and Co., Ltd., 216-218 Willis St., Wellington, New Zealand. A WTD report dated July 25, 1963, is available from the Commercial Intelligence Division, BIC, Department of Commerce, Washington, D.C., 20230.

Argentina to construct grain elevator facilities

The Direccion Nacional de Construccion de Elevadores de Grano, Avda. 9 de julio 1925, 12° pizo, Buenos Aires, Argentina, announces a tender with a bid deadline of October 24 for additional facilities for a grain elevator.

This includes the construction of the additional facilities, and the electrical and mechanical equipment as well as their installation at the terminal grain elevator in Puerto Rosario, Unit XIII, Province of Santa Fe, Argentina.

Copies of the conditions and technical specifications can be purchased from the Buenos Aires address for 2000 Argentine pesos (approx. $14.20).

Taiwan company issues woodworking machinery bids

Fu Shing Mfg. & Lumber Co., Ltd., 5th Fl., 90 Nanyang St., (Or P.O. box 317), Taipei, has issued tender no. IDA/CDC with a bid deadline of November 1, for twelve items of machinery and equipment. Included are a copying lathe; a dowel milling machine; and a finger joining assembly.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-5589).

Ethiopia requests tenders for two power plants

The Ethiopian Electric Light and Power Authority will invite bids thru their Engineering Consultants, for the construction of two concrete dams together with intakes, headrace tunnels, structures and switchyards, in connection with the eventual installation of two 37m francis turbines and ancillary electrical equipment for each dam on the Awash River down stream from the Koka Dam and approx. 120 km. south east of Addis-Ababa, Ethiopia.

The net head of both power stations amounts to approx. 60 m. The distance between intake and powerhouse is 2000 m. for one plant and 900 m. for the other. Total construction cost is estimated at DM 45,000,000 (approx. US $11,000,000) and will be financed through a loan now under consideration by the International Bank for Reconstruction and Development.

Planned construction time is twice two years, e.g. one plant after the other without interruption.

Applications for bid invitations should be submitted to Elektrizitaets-Actien-Gesellschaft, Vorm. W. Lahmeyer and Co., Frankfurt/Main, Guiollettstrasse 48, Germany, the German consulting engineering firm in charge of planning and supervision of the entire project.

Early in October, this firm will start forwarding tender documents to individual applicants against the payment of DM 300.00 (US $75.00) non-refundable on account No. 119 104 of Dresdner Bank, Frankfurt/Main, Germany.

Tenders asked by Burma for handtools' supply

The Chairman, Civil Stores Committee, St. John's Rd., Rangoon, Burma, is inviting tenders for 541,700 hand tool items that may lead to a potential annual investment of over $50,000.

Tenders are as follows: GH/1/G-11 (63-64) for 12,700 garden tools including hoes, forks, rakes, shears, trowels, and cultivators; GH/5/G-11 (63-64) for 1,000 pruners with volute springs, 7" and 9" lengths; GH/4/G-11 (63-64) for 3,000 garden tools including sprinklers and double syringe brass plungers; sizes 16" x ⅞" to 20" x 1"; GH/9/G-11 (63-64) for 150,000 octagonal chisel and claw type crow bars in sizes from 4'6" x 1¼" dia. to 5'6" x 1¼" dia.; GH/7/G-11 (63-64) for 375,000 axes including 5 and 6 lb. pick chisel and pointed axes, 1½ and 2 lb. carpenter axes, and 3½, 4 and 5 lb. felling axes.

The first three tenders listed above close on October 16 and the other two on October 17. Tender documents are available on a short loan basis to firms located in the U.S. from the GIEC Division, BDSA, Rm. 4022, Department of Commerce Washington, D.C., 20230. (Telephone: WO 7-3155).

Feed plant bids sought by UAR

The General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha St., Garden City, Cairo, UAR, offers a tender for the supply and erection of an animal and poultry mixed feed plant.

The bid deadline is October 29.

The capacity of the plant is to be six (6) tons of ⅝" x ⅝" size pellets per hr. Other sizes suitable for poultry and other animals will also be produced. Operations required are: grinding, mixing, proportioning, pelleting and pellet cooling, and electric installation.

Copies of the tender are available from the Cairo address for $23.00 each.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Department of Commerce, Rm. 4022, Washington, D.C., 20230. (Telephone: WO 7-5589).

India extends deadline on generator tenders

The Chief Engineer for Electricity (Projects and Board), Andhra Pradesh State Electricity Board, India, has announced the extension of the bid deadline for the supply, delivery and erection of two 3-phase, 50-cycle, 2000 kw diesel generator sets and other electrical equipment for the Kothaguden Thermal Power Station.

The deadline for specification No. APT.-4.63 has been extended from September 18 to October 18. (See INTERNATIONAL COMMERCE, August 5, p. 33).

A copy of the specifications is available for loan to firms located in the U.S. from Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4242).

English company asks for fabricating plant

Mr. T. J. Dolan, Mechanical Engineering Dept., W.S. Atkins and Partners, Consulting Engineers, Epsom, Surrey, England, has informed the American Embassy London, of a request for a semi-structural fabricating plant.

The plant is required to saw accurately to length and drill flanges and webs of various structural steel sections.

The following is a statement of the specifications of the plant, as supplied by Mr. Dolan:

Structural sections are loaded by means of a crane onto a feed bench. Dogs on endless chains draw the sections from this feed bench onto a powered roller conveyor which feeds the sections to a cold sawing machine. Either single or batches of any section can be rigidly clamped for sawing by means of self-centering mechanically operated vices.

After being sawn to length, the section can be diverted to a feed bench leading to a hori-

zontal drilling machine, or is passed to a vertical drilling machine, or passed through both machines for horizontal and vertical drilling.

Both drilling machines are to have simple means of adjusting the drill positions so that any pitch of holes can be drilled. Also the machines must be controlled by a single operator.

Interested U.S. manufacturers are requested to write directly to Mr. Dolan at W.S. Atkins & Partners, Woodcote Grove, Ashley Rd., Epsom, Surrey, England.

Letters should be referenced 144302/ME/TJD/RJJ. Cable address is KINSOPAR, Epsom, Surrey, and telephone is Epsom 6140.

Highway, bridge planned for Spain

The Ministry of Public Works, Madrid, Spain, invites bids for the design and construction of a 2.4 mile four-lane highway and a 1,000 ft. bridge over the Ebro River at Amposta (Tarragona).

The project is expected to cost about $5 million. The bid deadline is November 2.

Bid conditions and specifications are available from the Ministry of Public Works, Madrid, Spain, and the Public Works Office, Tarragona, Spain.

Iraq Government invites transmission line bids

The Ministry of Industry, Republic of Iraq, requests tenders from qualified firms for the supply, delivery and erection of steel towers, conductors, insulators and accessories for about 680 km. (approx. 423 miles) of transmission lines.

The system for electric power transmission and distribution in Southern Iraq is to involve facilities for single and double circuit 132 kv power transmission.

Firms desiring to bid may obtain two sets of the documents issued for tender, consisting of four volumes, until November 4, from: Ministry of Industry, Secretary of the Committee for Opening Tenders, Baghdad, Iraq; Embassy of the Republic of Iraq, Washington, D.C.; or Messrs. Swiss Consultants, Motor-Columbus Electrical Management Co., Ltd., Baden, Switzerland.

A non-refundable payment of $112 (Iraqi dinars forty) plus $11.50 to cover air mailing charges from Baghdad to the U.S. is required.

One set of the documents including drawings and specifications is available for review only in the office of the Building Materials and Construction Industries Division, Rm. 4002, BDSA, Department of Commerce, Washington, D.C., 20230.

The project is identified as "contract No. 1/12/19" and is divided into three sections to be awarded either as a whole or as any one of the three parts. Tenders will be required in quadruplicate and must be delivered to the Secretary of the Committee for Opening Tenders, Ministry of Industry, Baghdad, Iraq, before 12 noon local time, December 4.

Toilet preparations asked by Burmese committee

The Chairman, Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon, Burma, invites bids for 12 toilet preparations or related products under tender No. 2-PA/S/STM/63.

The closing date is 4 p.m., October 15.

Specifications are available on loan to firms located in the U.S. from the Chemical and Rubber Division, BDSA, Rm. 4413, Department of Commerce, Washington, D.C., 20230. (Telephone: WO-7-3420).

Among the cosmetics listed are preparations for lips, manicuring, eye and eye brow, face, shaving, and dental cream. Also included in this invitation are toilet articles which includes hair pins, clips and curlers, nets, and grips, and paper handkerchiefs, sanitary towels and belts and toilet tissue paper in rolls.

Australian firm seeks second-hand machinery

Hawker Siddeley Building Supplies, Pty., Ltd., (importer, retailer, exporter, manufacturer), Box C 139, G.P.O., Perth, Western Australia, wishes to buy second-hand machinery as follows:

Bandsaw mill with an 8, 9 or 10 ft. wheel diameter; log carriage with the following specifications: 5 headblocks; dia. of log 6 ft.; length of log 40 ft.; max. opening sawline to headblock 6 ft.; max cutting speed 200 ft. per min.; max. return speed 400 ft. per min. Sawyer-operated carriage and steam feed preferred but not essential.

A WTD report dated September 11 is available in the Commercial Intelligence Division, Department of Commerce, Washington, D.C., 20230.

India extends deadline

The Municipal Commissioner Bombay Municipal Corp., Bombay 1, India, has announced the extension of the bid deadline for the supply and installation of machinery and electrical equipment for a slaughter house to Oct. 30. (INTERNATIONAL COMMERCE, July 22, p. 35).

A copy of the tender is available on a short-term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-5589).

Libya seeks information on playground materials

Shebco, of Tripoli, Libya, urgently requests technical data, catalogs, price quotations, cif Tripoli, on various types of garden and playground equipment.

Following is a list of items desired for outfitting a garden approx. 20,000 sq. m.: children's playground equipment; swimming pool; (firm also interested in agency for swimming pools); green houses, cases and equipment for small zoo; fountains and fountain illlumination equipment; stalls for ponies; illumination equipment for garden; maintenance equipment for garden and grounds.

U.S. firms interested in the foregoing should send their inquiries direct to the Development Dept., Shebco, P.O. box 626, Tripoli, Libya, via air mail.

UAR extends deadline on pulp plant bids

The General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, UAR, has announced that the bid deadline on the tender for a paper mill and pulp plant has been extended to October 21. (INTERNATIONAL COMMERCE, June 10, p. 32).

There are two projects involved. The first one calls for a complete installation of a specialty paper mill to initially produce 60 mt. daily and capable of expansion to 80 mt. daily.

The second project is a plant for the bleaching and screening of Bagasse pulp or straw pulp.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the G.I.E.C. Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-5589).

Concrete wharf, piles needed for Argentina

The Direccion Nacional de Construcciones Portuarias y Vias Navegables invites bids for the construction of an 118 meter cyclopean concrete wharf and supplementary works plus six concrete piles for the grain elevator at Puerto Quequen, Province of Buenos Aires, Argentina.

The official estimate for this project is 72,223,630 Argentine pesos (US$1.00 equals 140 Argentine pesos approx.).

The deadline for the submittal of bids is 3:00 p.m. November 15.

Copies of conditions and technical specifications may be purchased for 3,650 Argentine pesos from the Direccion Nacional de Construcciones, Portuarias y Vias Navegables, Avda. 9 de Julio 1295, 9° Piso, Buenos Aires, Argentina.

Tunisia extends deadline on harbor project bids

The Tunisian Secretariat of State for Public Works and Housing has announced that the bid deadline on the improvement of La Goulette Harbor has been extended from June to November 15, 1963. (I.C. 6/3 p. 40).

The project, scheduled for completion within 30 months, includes: excavation and dredging; paving and road building; sewerage installations; water and electrical supply; warehousing and other buildings; 2 ferry landings; a quay; 2 road bridges and a rail bridge.

A digest of the project is available for review at the Embassy of Tunisia, 2408 Massachusetts Ave., NW., Washington, D.C.

Air conditioning equipment wanted for 3 Indian ships

The Controller of Stores, Hindustan Shipyard Ltd. Visakhapatnam 5, Andhra, offers tender No. CSP/B/14056 with a bid deadline of October 31 for the supply of ventilation, heating, and air conditioning equipment. This equipment is for installation on 3 ships (V C 159, 160 and 161) under construction.

Ventilation equipment is required for 21 spaces. The heating equipment will be part of 2 of the ventilation systems as well as 2 independent electric unit heaters. If possible, the air conditioning system will utilize the air ducts of some of the ventilating system.

Terms and specifications are available from the Hindustan Shipyard for $5.25 per set, plus $3.75 to cover registered book air mail charges.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, Business and Defense Services Administration, Rm. 4022, Dept. of Commerce, Washington, D.C. 20230; (Telephone: WOrth 7-5589).

Mexico extends registration for El Limon projects

The registration period for companies interested in bidding on various construction projects forming part of the El Limon Pilot Project in the Grijalva River Basin, Tabasco, (INTERNATIONAL COMMERCE August 12, p.20) has been extended from August 30 to October 15 by the Secretariat Hidraulic Resources, Government of Mexico.

In addition, the following changes to the original notice have been made:

1) Eligibility to compete has been extended to include companies located in countries that are members of the International Monetary Fund and Switzerland.

2) Two catagories of public works have been eliminated from the original list of 10. These are: No. 7, Utilities, side-walks, dwellings and other buildings for 12 new towns, and No. 8, water and sewage systems for 12 new towns. All other parts remain unchanged.

Iraq wants materials for power station

The Ministry of Industry D.G. of Industrial Design and Construction, Republic of Iraq, is requesting bids for the supply, delivery, and erection of transformers, switchgear and associated equipment for the Daura Power Station.

Contract No. 6/3/19 includes three 50,000 kva alternator transformers; two 30,000 kva, 132/33 kv transformers; two 6000 kva, 33/6.6 kv transformers; three 4000 kva and five 800 kva transformers. Also included is 132 kv and 33 kv switchgear.

The bid deadline for this equipment is November 30.

Terms and specifications may be obtained from the Iraq Embassy, 1801 P St., NW., Washington, D.C. upon payment of $112 per two sets.

A copy of the terms and specifications is also available, for review only, from Rm. 4124, Power and Electrical Equipment Division, BDSA Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4242).

Burma desires tenders on consumer goods

The Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon, Burma, seeks firm offers for consumer goods.

As the function and scope of this committee has now been reorganized to handle the importation of the entire group of consumer goods; the committee is interested in the import of various types of commodities as listed herein, apart from the common items of goods imported under usual tenders issued from time to time.

Following is the type commodities requested: foodstuff, tinned provisions of all kinds, liquors; yarn, textile piecegoods and made-up articles; electrical goods; toilet requisites, all kinds of paper; photographic goods; musical instruments; household goods; personal goods; sports goods.

The committee is specifically interested in new lines, and requests that all particulars be submitted with offers, including price lists, catalogs and samples.

A list giving further details is available on a loan basis from The Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674).

New Zealand asks bids on tubes, conductors

Bids from U.S. companies on quantites of electron tubes (including vacuum delay switches) and semiconductors are being sought by the Stores Manager, Civil Aviation Administration, Wellington, New Zealand.

A complete listing of the items and general conditions appear in tender CAQ. 186/63. Preference will be given to tenderers offering current production types in compliance with CV (International Technical Valve Committee, England) or JAN/MIL specifications where applicable.

Copies of the tender, which closes October 24, are available on a short-loan basis to firms located in the U.S. from the Electronics Division, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4036).

Iraq extends deadline on water plant supply

The Committee of Opening Tenders in the Ministry of Industry, Baghdad, Iraq, has announced that the bid deadline of the tender on the water treatment plant has been extended to October 31. (INTERNATIONAL COMMERCE, August 19, p. 20).

This tender calls for the supply, delivery, installation, and erection of a cooling water and water treatment plant at the Daura Power Service.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the G.I.E.C. Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-5589).

Australia seeks bids for three transformers

The Snowy Mountains Hydro-Electric Authority, Australia, is inviting tenders for the supply, delivery and supervision of erection of three 34/34/68 mva, single-phase, 50-cycle transformers and sufficient oil for the first filling of all three transformers.

The equipment covered by tender No. E. 524 is for the Murray 1 power station on the Khancoban Back Creek in New South Wales. The bid deadline for this tender is December 18.

Specifications and tender documents are available from the Snowy Mountain Hydro-Electric Authority, P.O. box 332, Cooma North, N.S.W., Australia, upon receipt of $4.50 per copy, not refundable.

A copy of specification and tender documents is available, for review only, in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4242).

NATO project in Turkey open to U.S. bidders

A new project in Turkey, estimated to cost $70,000, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for the water supply construction at two different locations in the vicinity of Istanbul. The bid deadline is October 15.

Qualified U.S. firms interested in bidding should submit their applications on prescribed forms to: NATO Kara Enf. Grup Baskenligi, Paris Caddesi, 52, Kavaklidere, Ankara, Turkey.

Copies of the prescribed forms are available upon request to eligible U.S. firms from the Commodity Export Promotion Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230.

Sudan issues requests on transmitter tenders

The Ministry of Communications, Department of Posts and Telegraphs, Sudan, has issued two tender requests for high frequency radio transmitters.

Tender No. P&T/Stores/15-6-3 (contract No. 158) calls for one 500 watt h.f. (3-25 mc.) transmitter, capable of operating on two separate channels, immediately switchable one to the other. Closing date is October 28.

Tender No. P&T/Stores/15-6-3 (contract No. 160) calls for two 1 kw h.f. independent side band transmitters, operating in the 4-25 mc. frequency range, capable of ss band dsb operation. Closing date for this tender is November 2.

Tenders should be addressed to the Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum, Sudan.

Copies of the bid terms and specifications are available on a short-loan basis to firms located in the U.S. from the Electronics Division, BDSA (308) Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4036).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

NETHERLANDS ANTILLES—Fresh fruits, vegetables; requests replies from farms directly, with price quotations cif Curacao. Direct purchase and agency. Frans Vreugdenhil, 30 De Ruyterkade, (P.O. box 100), Willemstad, Curacao. WTD 5/9/63.

019 Commercial Farms

AUSTRALIA—Hot houses with climate control devices for use in tropical climates. J. P. Birrell, University Architect, University of Queensland, (State University), St. Lucia, Brisbane, Queensland.

ENGLAND—Pea, bean and grain seeds for sowing, also similar seeds for consumption and industrial purposes. A. Poortman, (London), Ltd., Gresham House, 24 Old Broad St., London, EC.2. WTD 8/2/63.

GERMANY—Seeds for fodder purposes (turnip-naven; rape; Swede; marrow stem kale; turnip; buckwheat; sunflower; white lupine; blue lupine; yellow lupine; poppy; phacelia tanacetifolia; field pea; pea; radish; white-yellow mustard; corn spurry; broad bean; winter vetch; common vetch-spring vetch; maize-corn). Vegetable seeds (sugar beet; bean; pea and lentil); bird seeds (sorghum; millet and hemp); Direct purchase. Request price quotations c.i.f. European ports. Leo Savelsberg, 19 Karthaeuserstrasse, 517 Juelich/Rhld. WTD 8/4/63.

Clover seeds (red clover; alfalfa; white clover-Dutch clover; crimson clover; alsike clover; serradella; trefoil-black medic and birdsfoot trefoil); grass seeds (perennial ryegrass; Italian ryegrass; meadow fescue; Timothy; red fescue true creeping; common ryegrass; Kentucky blue grass; orchard grass; redtop; velvet bentgrass; brown top-colonial-Astoria-highland-bentgrass; medium bent grass; creeping bent grass-white bent grass; tall oat grass; fowl meadow-grass; slender foxtail; Hungarian brome-grass; yellow oat grass-golden oat grass; reed canary grass-reed grass). Direct purchase. Request price quotations c.i.f. European ports. Leo Savelsberg, 19 Karthaeuserstrasse, 517 Juelich/Rhld. WTD 9/4/63.

201 Meat Products

ENGLAND—Packing house by-products, meat offals, sausage casings. Direct purchase and agency. Arthur de Wolff, Sabian House, 26/27 Cowcross St., Smithfield, London, EC. 1. WTD 4/19/63.

FRANCE—Frozen or canned pork liver, chicken liver; requests replies in French. Maison Amieux Freres, (manufacturer), 25 rue Chevreul, Nantes-Chantenay (Loire Atlantique).

Canned chicken-dishes; preparations such as hash chicken; requests replies in French. Direct purchase and agency. Ets. Robert Le Glouannec, (manufacturer), Pont-Aven (Finistere).

GERMANY—Frozen poultry, game, such as broilers, fryers, turkeys, turkey parts, venison, rabbits, hares. Send inquiries to Box G-63, Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230.

NETHERLANDS ANTILLES—Meat products such as pork loins, whole and fresh frozen; cow meat, beef; fresh frozen sausages; requests replies from meat industries only with price quotations cif Curacao. Direct purchase and agency. Frans Vreugdenhil, (importer, retailer, wholesaler, sales agent), 30 De Ruyterkade (P.O. box 100) Willemstad, Curacao. WTD 5/9/63.

202 Dairy Products

NETHERLANDS ANTILLES—Skimmed milk powder, spray 26% and up; requests quotations from manufacturers only, cif Curacao. Direct purchase and agency. Frans Vreugdenhil, (importer, retailer, wholesaler, sales agent), 30 De Ruyterkade (P.O. box 100), Willemstad, Curacao. WTD 5/9/63.

203 Canning, Preserving Foods

FRANCE—Canned vegetables, fruit juice. Direct purchase and agency. Les Fils d'Albert Weil, (importer, dealer, agent), 53 rue de Ponthieu, Paris 8e.

Canned mushrooms, tomato concentrate; requests replies in French. Max Jouanneau, (manufacturer), 39 ave. Ernest Reyer, Paris 14e.

Canned fruit, fruit juices; requests replies in French. Produits Alibel, (manufacturer), Chemin des Loups, Bailleul, Nord.

GIBRALTAR—Canned meats, vegetables, fruits. Alfrend Electrical, (wholesale-retail), 4 Carrera's Passage, Gibraltar, B.C.C. WTD 9/6/63.

SENEGAL—Low and medium price canned goods. Important that correspondence and product description be in French metric system. Correspondence preferred in French. Ets. Nadra Filfili & Fils, 22 rue Robert Brun, Boite Postale 2016, Dakar. WTD 9/11/63.

204 Grain Mill Products

SENEGAL—Low and medium priced poultry feeds and vitamins. Important that correspondence and product description be in French metric system. Correspondence preferred in French. Société Agricole du Cap Vert—"Agrocap", 22 rue Robert Brun, Boite Postale 2016, Dakar. WTD 9/11/63 or Ets. Nadra Filfili & Fils.

220 Textile Mill Products

SENEGAL—Cotton, silk, synthetic fabrics; inexpensive. Société Sakr Frères, (importer, wholesaler), 48, rue Raffenel, Dakar. WTD 9/15/63.

221 Broad Woven Fabric Mills, Cotton

FRANCE—Synthetic fabrics. Miratel, (manufacturer), 20-21 rue de Turenne, Paris 4e. WTD 9/10/63.

SOUTH AFRICA—Children's cotton dress fabrics; women's dress fabrics; men's shirtings. Medium and good qualities. Samples to be attractively mounted. Prices to be quoted fob

shipping port; requests replies from manufacturers only. Mill Agents, (S.A.), (Pty.) Ltd., (manufacturer's agent), 305 Boston House, Strand St., P.O. box 3161, Cape Town. WTD 6/14/63.

VENEZUELA—Cotton upholstery fabrics; requests replies in Spanish. C. A. Muebles Azpurua, (importer, manufacturer), P.O. box No. 3279, Caracas, Puente Mohedano, Este 10, Caracas. WTD 9/11/63.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

GERMANY—Lycra and nylon fabrics. Hans Braun K.G. (manufacturer), 7372 Eislingen a.d. Fils, Wuerttemberg. WTD 9/17/63.

Nylon fabrics suitable for foundation garments, inexpensive qualities; taffetas; elastic fabrics, especially lycra, spandex; cotton synthetics and wool synthetics. Naturana-Miederfabriken Carl Doelker K.G. (manufacturer), 7413 Gomaringen. WTD 9/13/63.

■ **GREECE**—Remnants satin rayon fabrics; dacron-cotton, wool and rayon; magic crepe fabric; duchesse rayon and nylon fabrics; nylon fabric for swimming suits and bras; rayon-cotton fabric for trench coats; nylon-cotton rubber lastex fabric. Various widths, weights, quantities. Cif Piraeus. C. Sgoubopoulos & Co., O. E., 5 Evangelistrias St., Athens.★

■ Velvet fabrics, rayon or cotton-rayon, 40-52" wide; plastic fabrics for jackets and for lining furniture and motor-car upholstery, weights 700 gr. per meter, 56" wide. Fob New York; curtains fabric of rayon, New York, weight about 3 yd. per lb., size approx. 1.15 m, 46" wide; artificial fibre cloths for motor car upholstery linings, various weights, sizes, thicknesses. $45,000. Cif Piraeus. Quotations desired by October 15. P. Kouropalatis, 5 Evangelistrias St., Athens.

Both the above are for loan No. 240-H-028. U.S. source. SBC-370.

MOROCCO—Nylon mill ends; requests replies in French or Spanish. Bazar au Cadeau Marocain, (importer, exporter, retailer), 91 rue Siaghines, Tangier.

VENEZUELA—Upholstery fabrics, rayon; requests replies in Spanish. C. A. Muebles Azpurua, (importer, manufacturer), P.O. box No. 3279, Caracas, Puente Mohedano, Este 10, Caracas. WTD 9/11/63.

223 Broad Woven Fabric Mills, Wool

ECUADOR—Woolen textiles in general for the manufacturer of men's, women's clothing (coats, trousers, skirts). Almacen Femenino—Pacheco & Cia., P.O. box 11-A, Cuenca. WTD 8/29/63.

VENEZUELA—Woolen upholstery fabrics for furniture. Correspondence preferred in Spanish. C. A. Muebles Azpurua, P. O. box No. 3279, Caracas, Puente Mohedano, Este 10, Caracas. WTD 9/11/63.

227 Floor Covering Mills, Products

VENEZUELA—Wool carpets; requests replies from manufacturers only. Correspondence preferred in Spanish. C. A. Muebles Azpurua, P.O. box No. 3279, Caracas, (importer, manufacturer), Puente Mohedano, Este 10, Caracas. WTD 9/11/63.

228 Yarn, Thread Mills, Products

■ **CONGO**—Nylon seine twines, max. possible of lb. for $5,000. 3 plis, 5 x 3, 7 x 3, 9 x 3. Proforma invoices stating delivery time and full technicals in 6 folds are requested. Max. possible of webs of tangelfin nylon gill netting for $5,000, 50 yards long stretched measure x 40 meshes deep 4", stretched mesh 208 (210/3/3), double salvage top and bottom. Fas in seaworthy packages. PA#660-000-355-3209. U.S. source. Bid deadline October 11. Pepac, Societe Generale Des Peches, LAC Leopold II, B.P. 557, Leopoldville. SBC-385.

GERMANY—Synthetic yarns (polymers). Hans Braun K.G., (manufacturer), 7372 Eislingen a.d. Fils, Wuerttemberg. WTD 9/17/63.

229 Textile Goods

■ **CONGO**—Nylon fishing twine, yarn numbers 6, 9, 12, 15, 18, 21, 27, 33, total 13,000 lb., 3-ply, white. Fob New York. Put up on spools of 1 lb. each, wrapped in cellophane or plastic with size indications. PA#660-000-355-3209. U.S. source. For further details interested suppliers should immediately contact the buyer, L. E. Tels & Co., Trading Society, Av., Major Cambier, Leopoldville. SBC-380.

232 Men's, Youths', Boys' Furnishings, Work Clothing

AFGHANISTAN—Medium and low priced men's dress and sport shirts manufactured from cotton, nylon, polyester fibres, other man-made fibres. Amrit Lal & Bros., (importer), Sarai Ahmed Shahi, Kabul. WTD 10/10/62.

PAKISTAN—Neckties. H. Mohamed Din and Co., (importer, wholesaler), Marriot Rd., Karachi. WTD 6/28/63.

239 Fabricated Textile Products

VENEZUELA—Window curtain material; requests replies in Spanish. C. A. Muebles Azpurua, (importer, manufacturer), P.O. box No. 3279, Caracas, Puente Mohedano, Este 10, Caracas. WTD 9/11/63.

241 Logging Camps, Contractors

SWITZERLAND—Black walnut, oak logs in peeler and sawmill quality from the Appalachian area; Douglas fir and hemlock round logs from Oregon/Washington. Direct purchase. Christian Müntener & Co., Birchstrasse 68, Zurich 6/57.

243 Millwork, Veneer, Plywood

SWITZERLAND—Black walnut veneers from Virginia/Kentucky in good quality, quarter and plain sliced. Christian Müntener & Co., Birchstrasse 68, Zurich 6/57.

261 Pulp Mills, Products

■ **GREECE**—Mechanical woodpulp, 500 tons; unbleached sulphite pulp 90/100, 2,500 tons; unbleached sulphate pulp 90/100, 2,000 tons; prime bleached sulphite pulp 90/100, 2,500 tons. Loan No. 240-H-028. U.S. source. Quotations desired by October 14. Athens Papermill Co. Ltd., Theseos 10, Athens. Cif Piraeus. SBC-370.

262 Paper Mills, Products

■ **GREECE**—Sack kraft paper bags in reels of 107 cm., wgt. of reels about 600 kg., substance 60-80 gr., dia., 110 cm., core 7-7, 5 cm.; 2,500 tons; quotation October 12; double layer pitched kraft paper for manufacture of paper bags, in reels of 107 cm. wide, weight 600 kg., substance 115 gr/m², dia. 110 cm., core 7-7, 5 cm., 500 tons. Quotation date October 14. Loan No. 240/H/028. U.S. source Athens Papermill Co., Ltd., Theseos 10, Athens. SBC-370.

MOROCCO—Creped and semi-creped paper, white and colored, in rolls, approx. 20 to 60 mt.; 20 to 24 gr. per sq. m., rolled in single or double sheets; width 75.6, 86.4, 97.20, 108.00 cm.; dia. of core 70 mm.; requests replies in French. Samples available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674). Societe Cherifienne d'Articles Transformes, (Socat), (importer, wholesaler, manufacturer), rue du Capitaine Bertrandon, Casablanca.

■ **VIETNAM**—Newsprint paper in reels, 617 mt., width 60-65 cm., substance 50-52 grs/m². Limited worldwide (901). Quotation date October 23. Hung Viet Hang, 14 Ton That Dam, Saigon. MF standard newsprint paper in reels, width, 60-65 cm. and/or 100-120 cm., 193 mt. Quotation date October 23. Ets. Nam Loc, 119 Bhan Vi, Cholon. Offers reviewed on c&f basis only. Fob and freight costs to be indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. SBC-385.

263 Paperboard Mills, Products

GERMANY—Kraft liner; fluting paper. Heinrich Bullinger, (manufacturer), Wellpappenfabrik, 7132 Illingen/Wuertt. WTD 8/29/63.

ITALY—Paper, cardboard; requests replies from manufacturers only. Direct purchase and agency. Guido Fochi, (commission sales agent), 35, via Bertola, Turin. WTD 9/16/63.

264 Converted Paper, Paperboard Products

• **BURMA**—Sanitary paper—toilet tissue paper in rolls, valued K. 190,000/-; sanitary towels, belts, valued at K. 100,000/-; paper handkerchiefs, valued at K. 10,000/-. Tender No. 002 Pa/5 STM 63. Packing and markings in accordance with specifications. Deadline for sealed bids October 15. Chairman, Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 7-3003).

ENGLAND—Specialty paper products, stationery items, fancy papers and novelties. Agency or direct purchase. Belmont, 32 Brinkburn Gardens, Edgware, Middlesex. WTD 7/3/63.

GERMANY—Stationery, tablets, Heinrich Bullinger, (manufacturer), Wellpappenfabrik, 7132 Illingen/Wuertt. WTD 8/29/63.

SINGAPORE—Stationery and stationers' sundries, moderately priced; requests catalogues and quotations cif Singapore. Direct purchase and agency. Basrai Bros., (importer, exporter, wholesaler, retailer), 3 & 5 Chulia St., Singapore 1. WTD 9/12/63.

280 Chemicals

ITALY—400/500 tons of chemical products for industry per yr. for sale on the local market; particularly interested in products for the petroleum, varnish and paper industries, chemical products for industry in general. Mario Lafragola, Piazza G. Bovio 14, Naples. WTD 8/12/63.

281 Industrial Chemicals

CHILE—Raw materials used in the manufacture of edible, industrial oils, soap. Compania Industrial, (Indus), (manufacturer), Augustinas 1235, Casilla 757, Santiago. WTD 9/3/63.

All types of chemical products, industrial raw materials. Direct purchase and agency. Cia de Industria y Comercio, Ltda., Coinco,

(importer, wholesaler), Bandera 206, Casilla 9755, Santiago. WTD 8/30/63.

■ **CHINA**—Lithopone, titanium dioxide, 10 mt. each. Invitation No. CP2-2191. PA#484-390-901-356-4200. Limited worldwide (901). Bid deadline October 21. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd,. Taipei. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, New York, N.Y. SBC-385.

■ **GREECE**—Antifoam, used in paper machines, 50 tons; decolorising agent on the waste paper stock, 40 tons; wetting agent, same, 40 tons; neutral sizing of paper, 40 tons; starch for paper sizing, used in paper machines, 40 tons. Cif Piraeus. Quotations desired by October 17. Loan No. 240-H-028. U.S. source. Athens Papermill Co., Ltd., Theseos 10, Athens. SBC-370.

■ **PAKISTAN**—Caledon, various colors, indenthren blue, anthrasol, various colors, ramstrol violet; immedial yellow, brown and green; brenthol, C. I. and F. R.; cibatin pink; procion, various colors, 28 lb. each, 25 items. S/A No. 221084. Sutlej Cotton Mills, Ltd., Okara, District Montgomery, W. Cable: SUTLEJ.

■ Aluminium paste, silver white, non-leafing quality, to BSS.388:52, containing not less than 65% of aluminum; driers, naphthanates sales of sodium, cobalt and lead. Equivalent in properties Continental brand 30% lead seal, 99.5% synthetic resins; alkyds solid resins; pigments and dry colors, $11,000. S/A No. 235600. Pak Paint Mills, Sheikhupura Rd., Shahdara, Lahore.

■ Cremasine yellow, red, blue, various dyes, 26 items, various quantities. S/A No. 356620, & 356621, various chemicals, such as calsoline, sodium, caustic soda, 12 items; Kohinoor Textile Mills Lyallpur, A Project of Kohinoor Industries, Ltd., 6 Egerton Rd., Lahore.

All the above for Loan 391-H-066. U.S. source. Bid deadline Oct. 16. SBC-379.

PHILIPPINES—Food dyes. Direct purchase. Versatile, (Philippines), Inc., Banawa, Cebu City. WTD 9/4/63.

SOUTH AFRICA—Chemicals, resins, plastics, other raw materials as used in the packaging industry. Erle & Stephens, (importing distributor, manufacturers agent), P.O. box 154, Rondebosch, Cape Town. WTD 9/9/63.

282 Synthetic Materials

CHILE—Triple superphosphates, sulphonated polysterene synthetic resin cation exchanger. ICA Importaciones, Ltda., (importer, wholesaler), Bandera 52, Casilla 13748, Santiago. WTD 6/8/62.

ENGLAND—Thermoplastic raw materials. Direct purchase and agency. Davis Plastics, Ltd., (importer, exporter), 15/17 All Saints Rd., London, W.11. WTD 9/9/63.

■ **GREECE**—Low density polyethylene compound for film. $18,000. Quotations desired by October 14. G. Pantazides & I. Kabanos, Aghiou Mina Str. 4, Thessalonika. Loan No. 240-H-028. U.S. source. SBC-370.

● **NEW ZEALAND**—Cellophane flakes suitable for prevention of circulation loss in drilling muds, 50 lt. Tender No. S.M.Q. 1117, bid deadline October 17, 4:00 p.m. Stores Manager, Ministry of Works, P.O. box 8024, Wellington. Specifications available from the New Zealand Senior Trade Commissioner, 1145 - 19th St., NW., Washington, D.C. 20036.

SOUTH AFRICA—Packaging materials such as polypropylene and similar films; requests responses from manufacturers only. Erle & Stephens, (importing distributor, manufacturers' agent), P.O. box 154, Rondebosch, Cape Town. WTD 9/9/63.

■ **VIETNAM**—Raw materials for plastics: tenite standard polyethylene, natural, for pipe and film extrusion, same, except for injection and blowing mold, 75 mt. each; polyamide resin, for monofilament extrusion, 20 mt. Limited world wide (901). Quotations desired by October 23. Vietnam Industrial Corp., 57 Le Quoc Hung, Saigon. Offers reviewed on c&f basis only. Fob and freight costs to be indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-385.

283 Drugs

● **IRAQ**—Assorted pharmaceutical products such as: crystalline penicillin; procaine Benzyl penicillin; dihydrostreptomycin; tetracycline, 1,000 vials; chloromphenicol, both in vials, 1,000 and capsules, 125,000; anti scorpium serum, polyvalent, 1,000 vials; and other serums. Medical and dental supplies such as gelfoam; amalgam; mercury; monocaine capsules; xylocaine capsules; porcelain posterial; anterior and acrylic teeth for complete dentures; and x-ray films 14 x 17 in. and various other sizes ranging in quantity from 120 boxes to 1,500. Bandages; plaster of paris; gauze; surgical needles of various sizes; sutures, various sizes; and mersutures, assorted sizes. Various laboratory reagents, such as: acridine orange; basic fuchsin, methyl violet 6-B; blood agar base, etc., also glass tubing in various sizes. Tender No. MED/1/1963, bid deadline October 20. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WO 7-2279).

NEW ZEALAND—Hydrocortisone micronised powder, B.P. quality. Direct purchase and agency. Mr. Asmus, General Manager, Kempthorne Prosser and Co.'s, New Zealand Drug Co., Ltd., (wholesale druggist, manufacturing chemist), Victoria St., Wellington, C.1. WTD 8/13/63.

■ **PAKISTAN**—100 x durabolin 100 x 25 mg.; 90 x menstrogen, amps. 100's; 50 x oradexon tablets, in bottles, 1000's, 75 mg.; 2 x oradexon tablets, in foils, 1000's. Loan No. 391-H-066. U.S. source. Bid deadline October 16. Ismail, Issa & Co., Elphinstone St., Karachi. Cable, BROOKLAX. S/A No. 251868. SBC-379.

PHILIPPINES—Morphine, salts: morphine derivatives. Direct purchase. Versatile, (Philippines), Inc., Banawa, Cebu City. WTD 9/4/63.

■ **VIETNAM**—Medicinal and pharmaceutical preparations, such as adenosine 5' triphosphate, diphosphorine nucleotide pyrogen free, uridinem isoniazid usp, vitamins, large quantities, various descriptions. Limited worldwide (901). Quotation date October 23. Pharmacie Dang Quoc Co., 19 Ngo Dinh Khoi, Saigon. Offers reviewed on c&f basis only. Fob and freight costs to be indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. SBC-385.

284 Soap, Detergents, Cleaning Preparations

● **PAKISTAN**—Metal polish, big size, good quality, 15,990; shoe polish, black, big size, good quality 29,065; shoe polish, brown, big size, good quality, 28,926. Tender S-6/105/Polish/63/64, bid deadline October 29. The Director of Supply, E.P.I.D.C. House, Motijhell, Dacca. Terms and specification available from that authority upon payment of 5/rupees per set.★ (Telephone: WO 7-3586).

285 Paints, Varnishes Allied Products

● **IRAN**—Glue, 20 tons. Bid deadline Nov. 18. Ministry of Finance, Sugar Administration, Teheran.★ (WOrth 7-3512).

● Printing ink, 1600 kilos. Bid deadline Nov. 16. Ministry of Finance, Sugar Administration, Teheran.★ (WOrth 7-3512).

● **IRAQ**—Paint and related materials, 11, 175 gallons. Tender No. ORD/66/1963, bid deadline Oct. 20. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (WO 7-3512)

287 Agricultural Chemicals

● **IRAN**—Concentrated superphosphate, 46-48% P_2O_5, 1,500 mt. Bid deadline October 29. The Iranian Factories Co., Sugar Industries Section, Foreign Purchase Dept., Villa-Khoshbin Ave., Tehran.★ (Telephone: WO 7-2008).

● **IRAQ**—Ammonium sulfate, 1120 lb. Tender No. DMW/61/1963, bid deadline October 16. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: WO 7-2008).

307 Plastics Products

CHILE—Plastic fittings. ICA Importaciones, Ltda., (importer, wholesaler), Bandera 52, Casilla 13748, Santiago. WTD 6/8/62.

314 Footwear, Except Rubber

FRANCE—Shoes, all kinds; requests replies in French. Flash, (importer, retailer), 115 bld St-Germain, Paris 6e. WTD 8/22/63.

322 Glass, Glassware

PHILIPPINES—Glass tableware; requests price quotations and catalogs. United Merchants Corp., 307-309 Magallanes St., Cebu City. WTD 6/10/63.

Glassware, novelty and ornamental; requests price quotations and catalogs. United Merchants Corp., 307-309 Magallanes St., Cebu City. WTD 6/10/63.

SPAIN—Ornamental glassware for table and household use. Direct purchase and agency; requests replies in Spanish or French. Jacob Benhamu Benarroch, (importer, exporter, agent), P.O. box 30, Lopez Moreno 10, Melilla. WTD 6/28/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

ITALY—Diamonds, diamond dust, diamond abrasive wheels, plates. Direct purchase and exclusive agency. Save, di Vernassa Umberto, (importer, wholesaler, manufacturer), 30 via Cars, Turin. WTD 9/5/63.

330 Primary Metal Industries

ITALY—Hard metals for industrial purposes. Direct purchase and exclusive agency. Save, di Vernassa Umberto, (importer, wholesaler, manufacturer), 30 via Carso, Turin. WTD 9/5/63.

331 Steel Mill Products

● **BURMA**—Wire stranded galv. in 112 lb. coils, 7 ply x 10, 12, 14, 15, 16 s.w.g., 3,000 coils, spec. bss 163 part 2, 1945. Wire seizing galv. m.s. in various weight coils, 7 ply x 17, 24, 26 s.w.g., total 7,200 coils. Tender No.

GH/10/GII (63-64), bid deadline October 21. The Chairman, Civil Stores Committee (1) St. John's Rd., Rangoon.★ (Telephone: WO 7-2363).

● **INDIA**—Steel sheets, open hearth, cold rolled fully aluminum killed steel to spec. ast-A245/62T, grade "C", chemical composition—carbon—.15 max., mn—.60 max., s —.05 max. p—.04 max. and copper .2 to .35, approx. 1045 mt. Steel plates, fully aluminum or silicon killed steel to spec. iss. 2062/62 st. 42 or spec. mr st. 37.2 (Din 17100), approx. 915 mt. Tender No. HAL/Steel/Sheets and Plates/V/B, bid deadline October 15. Source Global. Managing Director, Hindustan Aircraft, Ltd., Bangalore. Tender documents availfree from India Supply Mission, (Ref.: D/ENQ/770), Washington, D.C. 20008.

■ Hot rolled steel, Rockwell; hot rolled 1.9/16 x cut length; hot rolled deep drawn; hot rolled p. & o.; cold rolled steel, various sizes, descriptions, 81 items. Reference No. DC/217/BDL.130. Import license No. DL/55/617/02101/0600. Loan No. 217. U.S. source. Quotations desired by October 17. Sharco Industries, Pvt., Ltd., 2750, Sharan Kutir, Kashmere Gate, New Delhi 6. Cable, SHARCOIND.★ SBC-376.

■ Cold rolled close annealed sheets, commercial quality, oiled, for manufacture of ring frames, carding engines and ruti-loom components, 10, 12, 14, 16, 18, 22 SWG, 8′ x 4′, total 266 mt. Reference No. DC/217/BDL/126. Import license No. BL/82/121/03101/24. All the above are for loan No. 386-H-082. U.S. source. Quotation date October 15.★ SBC-376. National Machinery Mfrs., Ltd., Kalwe, Thana, Maharashtra State.

■ Carbon chrome spindle steel, for manufacture of spindle blades of ring frames for textile yarn, to certain analysis, tolerance plus 000″,-002″, hardness not to exceed 170 in Brinell, size ⅜″, 12 mt., 7/10″, 6 mt. Steel must be spheriodized annealed, have good machinability and in "as received" condition. Ref. No. DC/217/BDL/128. IL#BL/82-121/03201/25.

■ Steel bars to Specification en1a and EN32A, black hot rolled, various sizes, to certain analysis, total approx. 103 mt.; hot rolled EN32A, 32 & 33 mm., 3 mt. each. Ref. No. DC/217/BDL/127. IL#BL/82-121/03201/26.

■ Ch. tungsten brand steel, to certain analysis; high c. high cr. steel; 18% tungsten high speed steel; carbon steel; 9/10% tungsten hot die steel; same, but with 1% nickel; 15% tungsten hot die steel. All various sizes, quantities. Reference No. DC/217/BDL/129. Import license No. CL/82/10/23201/4. Loan No. 386-H-082. U.S. source. Quotations desired by October 15.★ SBC-376.

■ Cold rolled extra deep drawing steel sheets with German Specification ST VIII C, or 14.05, or U.S. equivalent, 2200 & 1880 x 900 x .88, 10,000 kgs. each, 1880 x 845 x 2.5 mm, 8000 kgs., 1880 x 930 x 3 mm, 3000 kgs; cold rolled deep drawing steel sheets with German Specifications ST VII or 13.03 or U.S. equivalent, 2500 x 1250 x 1mm, 7,000 kgs., 14 60 x 1200 x .75 mm, 6,000 kgs., 2500 x 1250 x 2 mm, 15,000 kgs. C.I.F. Basis. Import License DL/55/620/03 1 01/0298. Quotations desired by Oct. 14. Loan 217. U.S. source. Bajaj-Tempo, Ltd., 134 Dr. Annie Besant Rd., Worli, Bombay 18. Cable: TEMPOWORK, Bombay. SBC-381.

■ **PAKISTAN**—Electrolytic tin plates, base wgts. 90, 95, 100, 107, coating .25, 50, 75, various sizes, c & f, $52,000. To special conditions. S/A No. 244088. E. M. Oil Mills & Industries, Ltd., Karachi 2.

■ M.S. shipbuilding plates, with Lloyd's Test Certificate, 20′ x 5′ x ¼″-¾″, 15 tons each, total 90 tons. C&f basis, giving freight rate. S/A No. 241621. Muhammadi Engineering Works, Ltd., Kasamari, Karachi. Cable, MUSHIP.

■ Mild steel sheets, crca, pickled and oiled, commercial quality, soft to astm-A 366-58T, size 8′ x 3′ or 2-3′ wide and 6-10′ long, gauges, 16, 18, 20, 22, 24. $12,800. To special conditions. S/A No. 347373. Decent Industries, Najmuddin St., Bldg. No. 119, Nanakwada, Karachi.

■ Mild steel billets, 2 x 2″, 2½ x 2½″ sq., lengths 18′ & up, spec. sae 1020/1025/1030, each billet heat marked stamped with works test certificate, about 1500 tons. C&f Karachi. Mohamedi Re-Rolling Mills, Off Barnes St., Near Old Haji Camp, Karachi. S/A No. 334241.

All the above are for loan No. 391-H-066. U.S. source. Bid deadline October 16. SBC-379.

■ M.S. strip, 10 SWG, 4″-13/16 in coils for manufacturing 1¼″ dia. g. i. pipe, $7500; m.s. strip, 11 SWG, 3″-13/16, same but 1″, $3,000. C&F Karachi. S/A No. 236622. Miansons Rolling Mills & Pipe Industries, G. T. Rd., Gujranwala, West. Cable: MIAN, Gujranwala.

■ Standard quality prime m.s. billets, in lengths of 18′ or above, heat mark die stamped and with Works Test Certificate, sizes 2 x 2″, 2½ x 2½″, per long ton C&F Karachi. $16,000. National Foundry and Re-Rolling Mills, Badami Bagh, Lahore.

■ Machine cast foundry pig iron, to certain analysis. $28,500. FAS & C&F. S. A. No. 349290. Qadri Brothers, Foundry & Workshop, Near Shoe Market, Lawrence Rd., Karachi.

All the above for Loan 391-H-066. U.S. source. Bid deadline Oct. 16. SBC-379.

■ Pig iron to certain analysis, $35,000. F.A.S. and freight per l. t. S/A No. 233250. Gunmetal ingots, to B.S.S. 1400, LG/2, 85/5/5/5, C&F value $9,600. FAS and freight per long ton. S/A No. 233248. Ittefaq Foundry & Workshop, Ltd., 90 Railway Rd., Lahore. Cable: ITTEFAQC, Lahore.

■ Pig iron to certain analysis; m.s. plates ⅛″ x 4′ x 8′, CRCA sheets, 20 x 3′ x 8′, CRCA sheets, gauge 20 x 3′ x 8′, CRCA sheets 18 x 3′ x 8′, $6,300. S/A No. 248551. Allah Bex & Sons, Race Course Rd., Sukkur.

All the above for Loan 391-H-066. U.S. source. Bid deadline Oct. 16. SBC-379.

B.P. sheets, size 6′ x 3′, 20, 22, 24, 26, 28 gauge, total $5,500. Import license No. 286100. Quotation date October 12. Tippera Iron & Tin Factory, 339 Tejgaon Industrial Area, Dacca 8. Cable, TIPTA, Dacca.

■ CRCA m.s. black sheets, 8 x 3′, 8 x 4′, 6 x 3′, 16 and 18 G. Total $5,000; m.s. plates ¼″ thick, 8′ x 4′, about $900. Import license No. 281473. Quotation date October 12. General Iron Safe Products, 308/309 French Rd., Dacca.

■ CRCA sheets and cuttings, 10 to 20 gauge, any sizes, astm-A-366-58T, approx. 100 tons; m.s. & g.i. wire and shorts, bwg 3 to 14, 25 tons. Import license No. 245734. Pakistan Sheet Metal Works, Katchi Gali No. 3, Marriot Rd., Karachi. Cable quotations acceptable. Quotation date October 15.

■ M.S. sheets, crca' gauge 12 through 24; g.i. wire, G. 4-12; m.s. wire, G. 4, approx. $27,000. Quotation date October 15. IL#349-627. Khokhar Industries, Lawrence Rd., Meenwala Compound, Karachi. Cable, KIK.

All the above are for loan No. 391-H-066. U.S. source. SBC-382.

■ Foundry grade pig iron, to certain analysis, approx. $6,000. Import license No. 357171. Pak Foundry & Engineering Works, Ramswani, Lawrence Rd., Karachi.

■ Mild steel black sheets, commercial quality, size 8′ x 3′, gauges 18, 20, 22, 24, 26, 28 & 30; galvanized plain iron sheets, commercial quality zinc coating, approx. 1.25 oz. per sq. ft., both sides, 8′ x 3′, G. 20, 22, 24, 26, 28 & 30; machine cast foundry pig iron, to certain analysis, approx. $5,000. IL#345813. Imamuddin Azimuddin, Behind Lakshmi Bldg., Kasur St., Karachi. Cable, WORLDHARD, Karachi. Quotation date October 15.

■ Mild steel billets, prime quality to astm, sae 1020, 1025, or 1030, in standard lengths of 18 ft. and above, including 10% shorts, down to 10 feet, size 2 x 2″ and/or 2½ x 2½″. Mills weight certificate to accompany shipping documents. $98,500. IL#344127. Quotation date October 16. Ghanchi Re-Rolling Mills, F/26 S.I.T.E., Karachi.

All the above are for loan No. 391-H-066. U.S. source. SBC-382.

333 Primary Smelting, Refining of Non-Ferrous Metals

■ **PAKISTAN**—Copper flat, light, cold rolled, ETP, to astm B 152-60 in standard lengths, various numbers, sizes and quantities; aluminum ingots alloy No. 995-A, astm E 179, si. c.1, fe, c.2, ti, 0.2, 20 lt. Import license No. 251237. Quotation date October 15. Siemens Pakistan Engineering Co., Ltd., Ilaco House, Victoria Rd., Karachi.★ Loan No. 391-H-066. U.S. source. SBC-382.

■ Copper, 99.9% min. purity, strips, sizes 5/16″ x 21 swg, $1200; aluminum sheets, 99% min. purity, ½ hard temper, size 8′ x 4′ x 16′ swg, $2500; aluminum alloy ingots, to bss LM-4 or kaiser alloy 43, suitable for sand casting fan bodies, $1200. S/A No. 227461. National Metal Works Regd., Post Office S. A. Fan, Gujrat, West. Loan No. 391-H-066. U.S. source. Bid deadline October 16. SBC-379.

■ **VIETNAM**—Annealed copper wire, suitable for making pvc coated electric wire, 10, 12, 14, 16, 18, 20, 22, 25, 30/10 mm., total 55 mt. Quotation deadline October 23. Cuong Sanh Ky Nghe Dien Khi, 884 Tran Hung Dao, Saigon.

■ Bare copper wire, solid, untinned, awg Nos. 34, 24, 22, 20, 16.5, 15.5, 14, 13, 12, 10.5, 8.5, total 75 mt. Quotation date October 16. Thanh My Plastic, 444-446 Hai Ba Trung, Saigon.

Both the above are limited worldwide (901) source. SBC-385. Offers reviewed on c&f basis only. Fob and freight costs to be indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **ETHIOPIA**—Copper wire: 6 mm 2 (20 tons), 10 mm 2 (30 tons), 16 mm 2 (10 tons), 25 mm 2 (40 tons), all hard drawn copper conductors and solid wires in rolls of approximately 220 lb. Tender 88-56, bid deadline Nov. 30. Ethiopian Electric Light & Power Authority. P.O. box 1233, Addis Ababa.★ (WOrth 7-2162).

● Stranded insulated copper wire of 1.5 mm. to 16 mm., Class 600 V., in 100 meter (109.4 yd.) coils, approximately 460,000 yds. Tender

86/56, bid deadline Nov. 15. Ethiopian Electric Light & Power Authority, P.O. box 1233, Addis Ababa.★ (WOrth 7-2162).

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Assorted tools, totaling 247,500 shovels, forks and rakes. Tender No. GH/6/G11/63-64), bid deadline, October 17. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (WO 7-5589).

ENGLAND—Handtools and similar products for sale through department and multiple stores. Agency or direct purchase. Rolfe-Windsor, Ltd., 35 Dove House Crescent, Farnham Royal, Slough, Bucks. WTD 8/6/63.

IRAQ—Builders' hardware. Sameem Neshmi, (importer, wholesaler, contractor), Khan Yaseen El-Khedery, Mustansir St., Baghdad. WTD 8/26/63.

NEW ZEALAND—Hinge recessing and mortising equipment for doors. W.andR. Jack, Ltd., Attn: Mr. D. Delbridge, General Manager, P.O. box 6392, Te Aro, Wellington.

■ Nicholson steel files, ITC Schedule No. Part III/42, U.S. origin; wrench spanners ITC Schedule No. III/42 under 700, 11 Nos. $7,000. S/A No. 208033. S. M. Amin & Co., 48 Brandreth Rd., Lahore. Cable: HARDWARE. SBC No. 379. Loan No. 391-H-066. U.S. source. Bid deadline Oct. 16.

SOUTH AFRICA—All kinds of hardware; requests responses from manufacturers only. Mill Agents, (S.A.), (Pty.), Ltd., (manufacturers' agent), 305 Boston House, Strand St., P.O. box 3161, Cape Town. WTD 6/14/63.

VENEZUELA—Furniture hardware, requests replies in Spanish. C. A. Muebles Azpurua, (importer, manufacture), P.O. box N° 3279, Caracas, Puente Mohedano, Este 10, Caracas. WTD 9/11/63.

343 Heating Apparatus, Plumbing Fixtures

■ **INDIA**—Oil burner, fully automatic, designed for firing No. 6 oil, or lighter, requiring preheating, arranged for operation on 440 v., 50 cycle, 3 phase motor. Burner rating 12-35 gal/hr., complete. Import License No. 990292/DLF 157/HQ/61/CCI/CG-III. Loan No. 157. U.S. source. Quotation date October 20. K.C.A., Pvt., Ltd., 'Chandralaya', Chandi Bazar, P.O. box No. 34, Jamnagar (Gujarat).★ SBC-370.

ITALY—Cast iron radiators, 2-6 column, approx. 30,000-40,000 sq. ft. of radiation per month; 20-30 oil and coal furnaces per month for multiple occupancy buildings. Box M9, Trade opportunities Staff, BDSA—U.S. Dept. of Commerce, Washington, D.C. 20230.

346 Metal Stampings

ENGLAND—Kitchen holloware, kitchen utensils, gadgets. Direct purchase and agency. Rolfe-Windsor, Ltd., 35 Dove House Crescent, Farnham Royal, Slough, Bucks. WTD 9/6/63.

Housewares: All types of kitchen goods, utensils, hardware and gadgets. Agency and direct purchase. Belmont, 32 Brinkburn Gardens, Edgware, Middlesex. WTD 7/3/63.

349 Fabricated Metal Products

■ **INDIA**—Pandia solenoid valve, 440 volts; pandia discharger valve body; Jordan bars and fillers, 2 sets; set hydrafiner plugs and shells; pandia tube belts, 4, for 5 & 10 h.p. Allispede; full set paper machine extramultus belting; set beater and breaker beater bedplates and bars; needled felt; Pandia gaskets for 6 discharger top cone to vertical of tube, 6 air gaskets, air piston rings, screw feeder to vertical of tube. U.S. source. Quotation date Oct. 25. Reference No. 41(700)/61-AID-II. Import License 991192/DLF/61/HQ-CG. Loan 157. The Mandya National Paper Mills, Ltd., 14 Palace Rd., Bangalore 1. Cable: BEDICO, Bangalore. SBC-381.

ISRAEL—Magnets, permanent; requests replies from manufacturers only. Direct purchase and exclusive agency. Rynan, Ltd., 9 Tlamim St., Tel Aviv.

■ **VIETNAM**—Tyton joint pipe, cast iron, and fittings, such as, crosses, tees, reducers, ells, bends, plugs, gate valves. Limited worldwide (901). Quotations desired by October 23. Descours & Cabaud, 61 Pasteur, Saigon. Offers reviewed on c&f basis only. Fob and freight costs to be indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-385.

351 Engines, Turbines

● **MALAYA**—Supply and installation of two 30,000 kw. turbo-alternators. Contract No. 1388/11, bid deadline Jan. 2, 1964. Tender documents will be available from London Office of Messrs. Preece, Cardew and Rider, 8, 10 and 12, Queen Ann's Gate, Westminster, London, S.W.I., for $70 per set of four documents.★ (WO 7-4242).

■ **PAKISTAN**—Marine diesel engine, General Motor, Gray, Ford, Budda, Caterpillar, U.S. origin, hp. ranging from 50 to 150, r.p.m. from 1000-2000, for use in small and medium sized fishing and fish carrying boats in East Pakistan waters. Outboard motor engines, 60-75 h.p., 40 h.p.; 18-20-22 h.p., 5-10 h.p., including standard spare parts, accessories. Quotations should be for kerosene, diesel and gasoline operated engines, where applicable. Approx. $105,000. Import license No. 282030. The Provincial Fishermen's Cooperative Society Ltd., E., Iqbal Rd., Chittagong, P.B. No. 27. Loan No. 391-H-066. U.S. source. SBC-382.

352 Farm Machinery

ENGLAND—Self-propelled rotary grass cutters and similar garden or horticultural machinery, gasoline driven. Thurtles of Ormesby, Near Great Yarmouth, Norfolk. WTD 8/9/63.

FRANCE—Tractors, power-driven cultivators, agricultural machines. Direct purchase and agency. Societe L. Bara, (importer, dealer), 26 rue Albert Joly, Versailles (Seine & Oise). WTD 8/22/63.

353 Construction Machinery

● **GREECE**—Well screens (filter tubes) suitable for screening water bore holes in quicksand: 140 m. of 10" nominal dia. and 360 m. of 8" nominal dia. Estimated value $33,340. Tender no. 312/63, bid deadline October 29. Ministry of Agriculture, General Directorate of Agriculture, Land Reclamation Service, 60 Kolokotroni St., Athens.★ (Telephone: WO 7-4319).

● **INDIA**—Electric overhead travelling crane, capacity 3-ton, span 15-feet, 9 inches, lift 25 feet, complete with motors and controls, arranged for operation on 3-phase, 50-cycle, 400-volt alternating current; maintenance spares. C&F. Reference 14(6)/63-AID-II. Loan 157. U.S. source. Import License 978038/DLF-157/62/HQ/C.G.I. Quotation date Oct. 27. Ashok Leyland, Ltd., Bank of Mysore Buildings, N.S.C. Bose Rd., Madras 1. SBC-381.

IRAQ—Excavating and maintenance machinery and equipment. Direct purchase and agency. Sameem Neshmi, (importer, wholesaler, contractor), Khan Yaseen El-Khedery, Mustansir St., Baghdad. WTD 8/26/63.

ISRAEL—Ore dressing equipment; subsurface welldrilling tools and equip., magnetic pulleys; magnetic separators, magnets, fishing, oil, gas and water well; requests replies from manufacturers only. Direct purchase and exclusive agency. Rynan, Ltd., 9 Tlamim St., Tel Aviv.

● **NEW ZEALAND**—One 4¼ cu. yd. power shovel, crawler mounted, full 360 deg. swing. Tender No. 1140—P. W. 78/3/22, bid deadline October 16. Stores Manager, Ministry of Works, P.O. box 8024, Wellington. Specifications available from the New Zealand Senior Trade Commission, 1145 19th St., NW., Washington, D.C., 20036.

NIGERIA—Fork lift trucks, operator riding, both gasoline and electric; importer, manufacturers agent and distributor, requests replies from manufacturers only; prefers quotations cif Lagos. Direct purchase and exclusive agency. Mr. J.W. Wilson, (importer, manufacturers agent, distributor), Vivian, Younger & Bond, (Nigeria), Ltd., P.O. box 427, Lagos. WTD 6/19/63.

PAKISTAN—Compactors, triple tamper type; concrete breaker; dry sinker drill with rods. Direct purchase and agency. International Business Corp., (distributor, commission merchant), 59 Dinga Singh Bldg., Beadon Rd., Lahore.

354 Metalworking Machinery

AUSTRALIA—Medium-duty engine lathes with 8 in. to 24 in. center heights and variable bed lengths. Prices to be stated exfactory, with shipping charges to nearest port. Direct purchase and agency. Mr. L. E. Parker, Manager, Goodall & Co., Pty., Ltd., (importer), 301-305 Kent St., Sydney, N.S.W. WTD 12/15/61.

BELGIUM—New type of machine tools such as: lathes, milling machines, cutting, grinding tools. Marcel Wallecan, S.A., 26 Derpplaats, Saint Elloois Winkel. WTD 9/17/63.

ENGLAND—Hand and power operated tools, saws, drills, trimmers, nibblers etc. wood and metal working for resale and use by do-it-yourself buyers. Direct purchase and agency. L.W. Brown & Partners, Ltd., 21 Cumbergate, Peterborough. WTD 8/14/63.

GERMANY—Car washing plants, equipment. Direct purchase and agency. Bode GmbH & Co. KG, P.O. box 271, 78 Freiburg/Breisgau. WTD 4/23/63.

■ **GREECE**—Carbide dies to manufacture one and two razor blades per stroke. Quotation date October 14. Loan No. 240-H-028. U.S. source. Violex Razor Blade Co., Inc., 4 Korai St., Athens. Cable, VIOLEX. SBC-370.

■ **INDIA**—Single reel constant tension pay off with arbor, 2; drag capstan for same; 3½" extruder, including control panel, stock screws, jack and hopper feeder; same, but with forced feeder; dual capstan with tractor attachment 2; dual pull out capstan with splice box, steam and water seal, necessary valves with drive; special 40 hp. high pressure boiler, complete; diameter measuring and recording devices, 2; dual reel take up with steel arbor automatic measuring device and wire snaggers, with accessories for automatic operation, 2; micro butt welders for same, two lines for

welding wires of different gauges, 5; marking and printing units, 2; necessary spares for 18 months smooth running of two lines. Reference 4(340)/62-AID-II. Import license 978043/DLF-157/62. Loan 157. U.S. source. Quotation date Oct. 25. Swastik Rubber Products, Ltd., Behind Kirkes Rly. Station, Poona 3.

■ Initial pinch type high speed, heavy duty, plate bending roll, with alternate feature; electrical equipment; spares and alternate features. Reference 12(6)/63-AID-II. Import license 978159/DLF-157/62/HQ/CG-IV. Quotation date Oct. 27. Kirloskar Electric Co., Ltd., P.O. box 1017, Bangalore 3. Cable: RAVIUDAYA, Bangalore.★ SBC-381.

■ U.S. make crankshaft grinder to work on a.c. 440 volts, 3-phase, 50-cycle, complete with necessary standard accessories, 15" swing over table, 18" between centers and 6" stroke, similar to Storm-Vulcan Model No. 15; set of factory recommended extra accessories. Import license AU/GL/MTC/10/DLF/217/962. Reference 63(194)/63-AID(1). Quotations desired by Oct. 22. AR.A. Shenbaga Nadar & P.V.P. Valasubrania Nadar, Automobile Dealers & Engineers, Shenbaga Building, 38 T.P.K. Rd., Madurai 1. Loan 217. U.S. source. SBC-381.

ISRAEL—Tools, hand, power-driven, home workshop, all kinds of attachments; magnetic tools, jigs and aids to production; requests replies from manufacturers only. Direct purchase and exclusive agency. Rynan, Ltd., 9 Tlamim St., Tel Aviv.

ITALY—High speed automatic nut tapping machines to tap nuts from ¼" to 1¼". Bulloneria Barge S.p.A., (manufacturer, wholesaler), Strada del Francese, Borgaro Torinese (Turin Prov.). WTD 9/13/63.

JAPAN—Washers, car, pressure type, soap-loaded with control lever or button for switching to either clear or soapy water. Direct purchase; requests catalogues and price quotations cif Japan. Daikoku Co., Ltd., P.O. box 132, C., Nagoya. WTD 7/63.

Polishers, portable, hand, electric for waxing automobiles. Direct purchase; requests catalogues and price quotations cif Japan. Daikoku Co., Ltd., P.O. box 132, C., Nagoya. WTD 7/63.

NORWAY—Vertical turret lathe, 7½ meter swing, 3½ meter work-piece height; vertical turret drilling machine, tape controlled, table size 700 x 700 millimeters, drill size 1¼ inch; all equipment to operate on 50 cycle ac 220 v. Storm Martens Maskinforretning, (importer, manufacturer's agent), 8 Kirkegaten, Oslo. WTD 3/15/62.

SOUTH AFRICA—Machine tools of all types; requests replies from manufacturers only. Mill Agents, (S.A.), (Pty.), Ltd., (manufacturers' agent), 205 Boston House, P.O. box 3161, Strand St., Cape Town. WTD 6/14/63.

355 Special Industry Machinery

■ **CHINA**—Fully automatic plastic injection machine; low pressure injection moulding machine and extra rotary table with 10 working units, for making every type of plastic footwear, extra for use on low pressure injection moulding machine; compounding equipment. Loan 113. Worldwide (899). Quotations desired by Oct. 20. China Development Corp., on behalf of: Union Industrial Corp., Taipei.★ SBC-382.

■ Extrusion plant for production of plastic sheets, including extruder, complete with screw dia. of 60 mm, drive, extra screw and control panel; flat sheeting dies, 2 pcs; take-off equipment with 3 polished rolls of 800 mm width supporting roller conveyor; stretching take-off device with 2 rubberized rolls of 800 mm width; cutting and winding equipment—shear and winding device. Loan 113. Worldwide (899). Quotations desired by Oct. 15. China Development Corp., on behalf of: Asia Chemical Corp., 2nd Floor, No. 7, Wu-Chang St., (S), 1st Sec., Taipei.★ SBC-382.

COSTA RICA—Lollipop-making machine, automatic making and wrapping (similar to model illustrated on p. 13 of INTERNATIONAL COMMERCE, July 1. Price and delivery quotations desired). There is interest also in additional candy-making machinery, small capacity. Intaco, Ltda., P.O. box 2459, San José. WTD 11/29/62.

FRANCE—Machines, equipment for meat packing; requests replies in French. Societe Jean Caby & Cie, (manufacturer), rue de la Gare, Saint-Andrez-lez-Lille, Nord.

Machines, equipment for food preservation; requests replies in French. Conserves Alimentaires Union, (manufacturer), Contres, (Loire & Cher).

Canning machines, equipment; requests replies in French. Produits Alibel, (manufacturer), Chemin des Loups, Bailleul, Nord.

GERMANY—Machines for the packaging and weighing of round nails in packages from 2 to 5 k.g. Helmreich & Cie, KG, Drahtwerk, 16 Wundstrasse, 69 Heidelberg-Wieblingen. WTD 4/23/62.

■ **INDIA**—Regulating feeder; conical pebble mill, air classifying system; vent dust filter; spare parts; silica blocks and pebbles. Reference 4(13)/62-AID-II. Import license 990161/DLF-157-61/HQ/CGI. Loan 157. U.S. source. Bid deadline Oct. 20. Devidayal Sales Pvt., Ltd., Reay Rd., Darukhana, Bombay 10. Cable: DEVISALES, Bombay.★

■ Wire rope plant, capacity 5 tons per shift to make wire rope ¼" to 1½" dia. CIF Bombay. Reference 4(324)/63-AID-II. Import license 978705/DLF-157/62/HQ/CCI. Loan 157. U.S. source. Quotation date Oct. 25. S. P. Sharma, 44 CCI Chambers, Bombay 1. SBC-381.

ITALY—Machinery and equipment for simple and double saturation and for the manufacture of bituminized cardboard and other material intended for waterproofing civil and industrial buildings; requests replies from manufacturers only. Imper di Ing. A. Schieroni & Figli, (manufacturer, wholesaler, importer), 131 via Lanzo, Turin. WTD 4/4/63.

LAOS—Two or three "package" brick making plants, max. capacity of 2 tons per plant; centrifugal cement conduit making machine capable of producing cement conduits of the following dia.: 15, 25, 30, 35, 40, 50, 60, 70, 80, 90, 100, and 120 cm., max. production capacity not to exceed 30 conduits per hr., machinery should be capable of producing conduits .5 meters long for dia. of 40 cm. and under, over 40 cm., 1 meter long; cardboard box making machine for cigarette, match box cartons, requests price information, specifications. Commissariat au Plan, (government planning bureau), Vientiane.

MOROCCO—"Turn-key" plant for dehydrating vegetables, particularly onions and tomatoes; manufacturer; requests replies in French. Serpac - Société d'Etudes de Représentations et de Participations Commerciales, 14, rue Henri-Gaillard, Rabat. WTD 8/26/63.

NEW ZEALAND—Extruding unit for rigid pvc. N.P. Croft and Co., Ltd., Attn.: David M. Croft, Manager, Seaview Rd., P.O. box 64, Lower Hutt.

Pea pickers and graders. Gollin and Co., Ltd., Attn. Earl W. Adams, P.O. box 793, Wellington, C.1. WTD 6/24/63.

PHILIPPINES—Pharmaceutical machinery: bottling machine, multiple-layer tablet machinery, antibiotic filling machinery. Direct purchase. Versatile, (Philippines), Inc., Banawa, Cebu City. WTD 9/4/63.

SINGAPORE—Phonograph record pressing equipment; requests quotations cif Singapore. Direct purchase and agency. Lian Hock & Co. (importer, exporter, retailer), 22 Foch Rd., Singapore 8.

Machinery of latest design for complete processing of cotton textiles; requests quotations cif Singapore. Mr. Sin-Hoa Lim, (manufacturer), c/o P. Lorillard Co., 200 E. 42nd St., New York, N.Y.

Machinery for manufacturing cotton knitwear; monthly output approximately 10,000 dozen pieces. Requests replies with catalogs, from manufacturers only; quotations cif Singapore. Lim Seng Huat Industries, Ltd., (manufacturer, exporter), 13 Circular Rd., Singapore 1.

SOUTH AFRICA—Food canning and bottling machinery; also packaging machinery for food, textiles and shrink-wrapping; requests replies from manufacturers only. Erle & Stephens (importing distributor, manufacturers agent), P.O. box 154, Rondebosch Cape Town. WTD 9/9/63.

■ **TUNISIA**—Candy making equipment, including plastic installation with 5 candy molds, table to mix sugar, candy wrapping machine, steam boiler with spare parts. Approximately $36,500. Loan 196. Worldwide (899). Société des Aghlabites, Avenue de la Republique, Kairouan, where potential suppliers should apply for specific details of requirements. No quotation date given. U.S. source, purchase expected to be financed with A.I.D. funds. SBC-382.

VENEZUELA—Juice extractors, beverage dispensers. Giovanni Tisi, C.A., (importer, distributor), Edificio Valdiana, Avenida Fuerzas Armadas, Esquina San Miguel, Caracas. WTD 9/12/63.

356 General Industrial Machinery

CHILE—Jet and submersible pumps. Ica Importaciones, Ltda., (importer, wholesaler), Bandera 52, Casilla 13748, Santiago. WTD 6/8/62.

● **EL SALVADOR**—Six (6) vertical turbine pumps, 265 gpm, 440-volt 3-phase, 60-cycle. Tender No. IM 29/63, bid deadline Oct. 14. La Administración Nacional de Acueductos Y Alcantarillados (PROVEEDURIA), 2a. Avenida Norte No. 512, San Salvador.★ (WO 7-5589).

ENGLAND—All types of units for the combustion and atomic energy industry; hoisting machinery. Direct purchase and agency. Hemel Hempstead Engineering Co., Ltd., Cupid Green Foundry, Hemel Hempstead, Hertfordshire. WTD 8/14/63.

357 Office Computing, Accounting Machines

■ **INDIA**—Data processing machines, such as card punch, 4; card verifiers, 3; sorter, alphabetical accounting machine; numerical collator, reproducer. Import license No. A.563141. Loan No. 217, U.S. source. Quotations desired by October 20. Director of Statistics, Dept. of Statistics, Government of Madras, Madras.★ SBC-370.

358 Service Industry Machines

NEW ZEALAND—Micro-wave cookers for frozen pre-cooked food. To be used in the hotel, restaurant, coffee-shop trade. Direct purchase and agency. Consolidated Hotels, Ltd., Attn.: Mr. J. F. Faras, P.O. box 3526, Auckland, C.1. WTD 5/21/63, on L. D. Nathan & Co., Ltd.

NORWAY—Induction units for high velocity air conditioning installations; requests replies from manufacturers only. Flebu Luftteknikk A/S, P.O. box 1340, Oslo.

359 Machinery

GERMANY—Metal bellows, hoses, flexible tubing, compensators, only specialties. Metallschlauch-Fabrik Pforzheim, vorm. Hch. Witzenmann GmbH, P.O. box 1280, 753 Pforzheim. WTD 7/19/63.

Chains, bars, carburetors for chain saws. Solo Kleinmotoren GmbH (manufacturer, exporter, importer), 7034 Maichingen bei Stuttgart, Stuttgarter Strasse. WTD 4/17/63.

361 Electric Transmission, Distribution Equipment

■ **CHINA**—Synchronizers, mixers, adaptors, oscillatorphase meters, oscilloscope kits—avo meters, recorder paper, spare tubes. Invitation No.CP2-2109-1. PA No. 484-000-253-3214. U.S. source. Bid deadline October 21. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, New York, N.Y. SBC-385.

ENGLAND—Specialized test gear, microwave equipment, direct purchase and agency. Sanders Overseas Microwave Agency, Ltd., Gunnels Wood Rd., Stevenage, Hertfordshire. WTD 7/11/63.

● **ETHIOPIA**—Supply of 165 distribution transformers ranging from 10 kv.-a. to 300 kv.-a. Tender 87/56, bid deadline Nov. 24. Ethiopian Electric Light & Power Authority, P.O. Box 1233, Addis Ababa.★ (WOrth 7-4242).

■ **GREECE**—Cooling towers, propeller type 380/3/50 complete; packaged water chillers, complete, 380/5/50; air handling units, same; air cooled condensing units, same; air distributing units, complete, f.o.b. U.S. port, delivery Piraeus port. Quotation date October 17. Loan No. 240-H-028. U.S. source. Hotels of Greece, S.A., (King George Hotel), 3, King George I St., Athens. Cable, GEKING, Athens. SBC-370.

● **IRAQ**—Polyphase kilowatt-hour meters with maximum demand indicators, 3. Tender No. DMW/60/1963, bid deadline Oct. 16. Terms and specifications available from Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, for 0.500 Iraqi dollars ($1.40) per copy.★ (Worth 7-2312).

● **MALAYA**—Supply, delivery and erection of outdoor double-bus 132-kv. and 33-kv. switchgear and related equipment. Contract No. 1A, bid deadline Nov. 18. Tender documents may be obtained from Messrs. Preece, Carder & Rider, 8, 10 & 12, Queen Anne's Gate, London S.W.1, for $28, not refundable.★ (WOrth 7-4242).

● **MOROCCO**—Supply of 24 three pole 72.5 kv. knife switches. Tender No. 5188, bid deadline November 1. Tender specifications and conditions, in French, can be obtained from the Office National de L'Electricite, 65, rue Aspirant Lafuente, Casablanca, upon receipt of $9.88.★ (Telephone: WO 7-4242).

● Current and voltage measuring panels for use in 72.5 kv. system, 20. Tender No. 5187, bid deadline Nov. 1. Tender specifications and conditions in French can be obtained at 50 dirhams per set from Office National de l'Electricité, 65, rue Aspirant Lafuente, Casablanca. ($1=5.06 dirhams).

362 Electrical Industrial Apparatus

ENGLAND—Radio frequency and heat sealing equipment, including packaging equipment. Direct purchase and agency. E. Peart and Co., Ltd., (manufacturers sales agent), Onward Works, Manchester Rd., Hyde, Cheshire. WTD 11/26/62.

ISRAEL—Lifting magnets, electromagnetics; requests replies from manufacturers only. Direct purchase and exclusive agency. Rynan, Ltd., 9 Tlamim St., Tel Aviv.

● **NEW ZEALAND**—Supply of four 10,000 kv.-a., 66/6.35 kv., 50-cycle, single-phase, top changing on load, outdoor type, double wound transformers. Tender 426, bid deadline Dec. 3. New Zealand Electricity Department, Private Bag, Wellington. Specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. A copy is also available, for review only, in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (WOrth 7-4242).

● **PAKISTAN**—Supply of one 13 kva single phase gasoline engine driven alternator. Tender No. S-10/90 (63-64), bid deadline October 30. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheil, Dacca 2.★ (Telephone: WOrth 7-4242).

● **SUDAN**—Supply of thirty 12-24 volt., 750-1000 volt, battery charging, diesel generating sets. Tender No. 157, bid deadline October 23. Controller, Stores and Workshops, Dept. of Posts and Telegraphs, Light Industrial Area, Khartoum.★ (Telephone: WO 7-4242).

363 Household Appliances

ENGLAND—Refrigerators in 10, 12, and 14 cu. ft. sizes with deep freeze and automatic defrosting for 240 v., a.c. current. Norman Glenn, Ltd., 124 Golders Green Rd., London, NW.11. WTD 7/26/63.

GERMANY—Household appliances, utensils. Direct purchase and agency. Gebrueder Kuehn, Silver- und Metallwarenfabrik, P.O. box 175, 707 Schwaebisch Gmuend. WTD 9/9/63.

● **IRAQ**—Supply of 221 sewing machines of various types for use in clothing factory. Tender ORD/68/1963, bid deadline Oct. 23. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (WOrth 7-5346).

364 Electric Lighting, Wiring Equipment

BELGIUM—Firm is interested in exploring all methods of processing plastic foam for insulation in Belgium. Will consider direct importation of foam or importation of machines and raw material for local manufacture. Teinturerie Nettoineuf, 281 rue de la Marliere, Moeskroen. WTD 9/17/63.

ENGLAND—Electrical insulation in sheets and rolls for use as insulation in oil filled distribution type transformers. A list giving the required thickness and sizes is available on a loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4674). Denis Ferranti Co., Ltd., (general engineers), Transformer Division, Royton, Lancashire.

Electric light fittings and accessories. Direct purchase and agency. C. M. Churchouse, Ltd., Lichfield Rd., Brownhills, Staffordshire. WTD 6/13/61.

● **ETHIOPIA**—Supply of 13,000 straight and 3,000 right angle cable terminals with inside sleeve diameters ranging from .43 inches to .63 inches and bolt diameters ranging from .43 inches to .47 inches. Also 1,000 clamping cable terminals with bolt diameters of .47 inches. Tender 111/56, bid deadline Oct. 31. Ethiopian Electric Light & Power Authority, P.O. box 1233, Addis Ababa.★ (WOrth 7-4242).

PHILIPPINES—Table lamps, with shade; requests price quotations and catalogs. United Merchants Corp., 307-309 Magallanes St., Cebu City. WTD 6/10/63.

365 Radio, Television Receiving Sets

NIGERIA—Automobile radios. Requests replies from manufacturers only. Incar, (Nigeria), Ltd., (importer, distributor), 6 Ijora Causeway, P.O. box 2581, Lagos. WTD 9/6/63.

369 Electrical Machinery

● **IRAQ**—Supply of 3,000 storage batteries and components: 1,500—6 volt, 100/125 ampere hours. Tender SIGS/7/1963, bid deadline Oct. 23. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (WOrth 7-4242).

371 Motor Vehicles, Equipment

■ **CHINA**—Truck chassis with cab., 10 units, Dodge Model D-400, or approved equal. Invitation CP2-2171. PA#484-000-253-3206. U.S. Source. Bid deadline Oct. 14. Central Trust of China, Purchasing Department, 68 Yen Ping Nan Lu, Taipei. Specifications and conditions may be obtained from Joseph C. Wei, Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, Room 2123, 61 Broadway, New York, N.Y. SBC-380.

■ **JORDAN**—Pick-ups, ½ and ¾ ton, boxed tup, 2 each; sedans, 4-door, type II, black, unboxed; trucks, station wagon, 4-door, type IV, two full width seats, 4 wheel drive, unboxed, 4 and 1 each, respectively. Invitation No. 64-36. PIOC Nos. 278-A-25-AB-7-30027; 278-W-11-AA-7-30105; 278-K-24-AA-O-30152; 278-N-69-AA-7-30136 and 278-W-14-BH-O-30169. U.S. source. Bid deadline October 31. Supply Management Advisor, USAID Mission to Jordan, c/o American Embassy, Amman. Single copies of detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-385.

NIGERIA—Automobile airconditioners. Incar, (Nigeria), Ltd., (importer, distributor), 6 Ijora Causeway, P.O. box 2581, Lagos. WTD 9/6/63.

373 Ship Building, Repairing

■ **BURMA**—High speed river patrol cruisers, 23′ long, with twin diesel engines, 2. Tender No. B P/AID/30(A). PIO/C No. 482-S-71-AA-9-0006. Worldwide (899). Bid deadline October 29. The Inspector-General of Police,

Burma, c/o Police Supply Dept., No. 147, Anawrahta St., Rangoon. Detailed specifications, invitation to bid and general conditions may be obtained from the Embassy of Burma, 2300 S St., NW., Washington, D.C. Attn.: Mrs. B. O'Connor. SBC-377.

381 Engineering, Scientific, Laboratory Equipment

ENGLAND—High quality scientific equipment and materials; specialized laboratory furnaces. Equipped to undertake service and repairs of high quality, sophisticated equipment. Direct purchase and agency. Metals Research, Ltd., (manufacturer), 91 King St., Cambridge, Cambs. WTD 7/26/63.

● **GREECE**—Tide gauges, 2, for use by Ministry of National Defense, General Naval Staff, Athens. Decision No. 51469/63, bid deadline Oct. 31. Specifications available from Naval Attaché, Royal Greek Embassy, 2228 Massachusetts Ave., NW., Washington, D.C.

● **SYRIA**—One complete laboratory for the analysis, testing and control of the tobacco products. Tender No. 68, bid deadline November 4. Ministere De L'Economie, Monopole Des Tabacs & Tombacs, Direction Generale, rue Salhie, B.P. 616, Damas.★ (Telephone: WOrth 7-2312).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ENGLAND—Lithium chloride humidity sensors, known as "Dinmore cells". S. Smith and Sons, Ltd., (manufacturer), Industrial Division Chronon Works, N. Circular Rd., London, NW.2. WTD 10/26/63.

ISRAEL—Continuous chloride meter for the determination of chloride contents in water; high vacuum O-rings to withstand 195° C below 0; continuous gloss meter and laboratory gloss meter to measure the gloss on paper produced after glazing on super calendar. Meter to be mounted, together with recorder; requests prompt offers with literature from manufacturers only. Direct purchase and agency. Chemicals & Technical Supplies, (Green), Ltd., 17 Mikve Israel St., P.O. box 10, Tel Aviv. WTD 9/4/63.

■ **PAKISTAN**—By-pass water meters, propeller driven type, suitable for main line, flanged tube, 12 Nos., provided with fabricate steel tubes, flanged, faced and drilled to A.S.A. Specifications. Loan 6. Tender VA-2/66949/DLF/62. Bid deadline Oct. 17. Director General of Supply & Development, Frere Rd., Karachi. Detailed specifications may be obtained from Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attention, Miss Caparelli. SBC-281.

384 Surgical, Medical, Dental Instruments

LIBYA—Dental equipment for modern dental office, particularly drilling and spraying apparatus with compressor; requests technical data, price quotations. Dr. Mario Gemma, (dentist), Sharia Magarba, 29 Int. 1, Tripoli.

386 Photographic Equipment

BAHRAIN—Cameras, still. Kewalram & Sons, (importer, retailer, exporter, wholesaler), Bab Al-Bahrain Rd., P.O. box 84, Bahrain. WTD 3/24/63.

● **IRAN**—Four (4) 35-mm. and two (2) 16-mm. motion picture projectors, and one (1) 16-mm. film editing table, includes accessories. Tender No. 42/2, bid deadline October 19. Signal Dept., Imperial Iranian Army, Jamshidieh.★ (Telephone: WOrth 7-2911). Copies of specifications also available from M. Moghadam, Minister, Embassy of Iran, 3005 Massachusetts Ave., NW., Washington, D.C.

PHILIPPINES—X-ray film. Direct purchase. Versatile, (Philippines), Inc., Banawa, Cebu City. WTD 9/4/63.

394 Toys, Amusement, Sporting Goods

ENGLAND—Toys and novelties. Direct purchase and agency. Rolfe-Windsor, Ltd., 35 Dove House Crescent, Farnham Royal, Slough, Bucks. WTD 9/6/63.

GERMANY—Camping articles. Direct purchase and agency. Gebrueder Kuehn, Silber- und Metallwarenfabrik, P.O. box 175, 707 Schwaebisch Gmuend. WTD 9/9/63.

PHILIPPINES—Baby carriages, walkers, strollers; requests price quotations and catalogs. United Merchants Corp., 307-309 Magallanes St., Cebu City. WTD 6/10/63.

Children's vehicles: scooters, automobiles; requests price quotations and catalogs. United Merchants Corp., 307-309 Magallanes St., Cebu City. WTD 6/10/63.

Games, toys. Direct purchase; requests price quotations and catalogs. United Merchants Corp., 307-309 Magallanes St., Cebu City. WTD 6/10/63.

395 Pens, Pencils, Office, Artists' Materials

SWITZERLAND—Writing instruments. John V. Fontannaz, (manufacturer's agent, importer), 24 Petit Bellaria, La Tour de Peilz, Vaud. WTD 11/30/62.

396 Cosmetics, Jewelry, Novelties

● **BURMA**—Hair pins, clips, curlers, nets and grips. Estimated total value over $8,000. Tender No. 2-Pa/5/STM/63, bid deadline October 15. Chairman, Civil Stores Committee No. (2), 77/91, Sule Pagoda Rd., Rangoon. Cable Civsups.★ (Telephone. WOrth 7-4370).

PAKISTAN—Tie-pins. H. Mohamed Din and Co., (importer, wholesaler), Marriot Rd., Karachi. WTD 6/28/63.

PHILIPPINES—Novelties, costume, base metal, women's, children's. Direct purchase. Requests price quotations and catalogs. United Merchants Corp., 307-309 Magallanes St., Cebu City. WTD 6/10/63.

399 Manufacturing Industries

■ **BOLIVIA**—Miscellaneous commodities, such as receptacles, sockets, lampholders, oil testing kits, adjustable torque wrenches, valves, chromatographs, stripchart recorders, activated bauxite, 39 items. Invitation No. 100. PA#511-898-256-2201. Limited worldwide (898). Bid deadline Oct. 14. Yacimientos Petrolíferos Fiscales Bolivianos, Casilla 401, La Paz. Copies of detailed specifications may be obtained from Embassy of Bolivia, 1145 19th St., NW., Washington, D.C., Attention: Dr. Saenz. SBC-380.

CHILE—Hog bristles. synthetic, nylon, or polyethylene bristles, related raw materials for manufacturing paint brushes; requests replies in Spanish or German. Wilkendorf & Cia., (Fabrica de Brochas "Condor"), (manufacturer), Egana 286, Casilla 52, Quilpue. WTD 9/6/63.

FRANCE—All kinds of gift articles, novelties; fancy articles for men. Direct purchase and agency. Sisley, (importer, dealer), 60 bld. Diderot, Paris 12e. WTD 8/12/63.

503 Dry Goods, Apparel

MALAYA—Household linen, furnishings; ready made men's, women's, children's wear. Eastern Bazaar, (importer, retailer, wholesaler), 8 Bishop St., Penang. WTD 6/24/63.

509 Wholesalers

GERMANY—Waste paper in monthly lots of about 1,000 tons. Franz Holler jun., Stammestrasse 32, Hannover-Ricklingen.

NIGERIA—Used clothing, including men's women's and children's outer and inner wear; requests quotations cif Port Harcourt. G. O. Okorie & Bros., (importer, retailer, wholesaler), 149 Market Rd., P.O. box 94, Aba. WTD 9/18/63.

739 Business Services

★★ **NETHERLANDS—Trade Mission**

Association wants to make market studies for U.S. company interested in producing in Europe. Centrum voor Bedryfsontwikkling, Beursgebouw, Rotterdam. I.R. 464.

Building materials needed for Nigerian schools

A firm in Lagos, Nigeria, requests immediate quotations on inexpensive varieties of the following building materials: ½" cellotex insulation board; ¼" asbestos board: lavatory fittings; and colored cement. Quantities are unknown at present.

Quotations are needed to enable the firm to bid as a local supplier for an extensive school construction program. Products of the successful bidder will be specified for the entire project. A prompt quotation is essential. Formal tenders have not been announced.

Business will be conducted on a letter of credit basis. International Supplies, Ltd., 16 Williams St., P.O. box 996, Lagos. Cable, Intersup, Lagos.

Burma seeks tenders on chain link fencing

The Chairman, Civil Stores Committee (1), Rangoon, Burma, invites tenders for the supply of 9,000 rolls (25 yd. each) of steel chain link fencing, and 10,000 rolls galvanized wire netting (50 yd. each). Various sizes and gauges are involved.

A copy of the specification and of the terms and conditions of tender are available for review only in the office of the Building Materials and Construction Industries Division, BDSA, Rm. 4002, U.S. Department of Commerce, Washington, D.C., 20230.

The closing date of the tender, No. GH/11/G11/63-64, dated September 10, is October 21.

Bid deadline extended

Iranian State Railways, Teheran, Iran, has extended the bid deadline on tender No. 42/582 for 1,350 semi-elliptic springs, 17 leaf for 20-ton cars, from October 7 to November 7. (International Commerce, September 9, p. 21).

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

TRINIDAD—Pickled meats in barrels, corned beef, hams, gammon bacon; frozen poultry, both whole and in parts. Federated Agencies, (manufacturers' representative, general commission agent), 24 Frederick St., Port of Spain. WTD 4/19/63.

202 Dairy Products

RHODESIA—Spray dried skim milk powder. Richard Daggitt Agencies, (Pvt.), Ltd., (brokers, agents), P.O. box 3199, 48 Gordon Ave., Salisbury. Cable, DAGREP.

203 Canning, Preserving Foods

PHILIPPINES—Food preparations: canned baby foods, canned meat products, canned fish products, milk preparations. Versatile, (Philippines), Inc., Banawa, Cebu City. WTD 9/4/63.

SWEDEN—Natural and concentrated fruit juices, particularly of citrus juices; and essential oils for industrial purposes. Sven Schalin AB, (agency), Rasundavagen 64, Solna. WTD 4/11/62.

209 Food Preparations

MOROCCO—Cottonseeds, linseeds, and soyabeans; crude linseed, cottonseed, and soyabean oils, in bulk only. Genco-Maroc, (importer, commission agent), 433, Blvd. Mohammed V, Casablanca. WTD 8/2/62.

220 Textile Mill Products

CYPRUS—Cotton, woolen, rayon piece goods, nylon, dacron suiting materials. Lakis M. Koniotis, 58-60 Athens Ave., Paphos. WTD 8/30/63.

Cotton, woolen and rayon textile piece goods for ladies dress material. Also furnishing fabrics, upholstering and plastic. Direct purchase and agency. George Procopiou & Sons, (importer, manufacturers' representative), P.O. box 126, Limassol. WTD 9/20/63.

Cotton, woolen, rayon piece goods; nylon necktie fabrics; dacron or rayon suiting material; woolen fabrics for women's coats, suits, dresses and shirts. Const. Hadjiloizou & Son Ltd. (manufacturer's representative), P.O. box 212, Limassol. WTD 8/30/63.

PAKISTAN—Polyester and nylon yarns; exclusive distributorship basis; requests replies from manufacturers only. Dadabhoy Silk Mills, Ltd., (importer, wholesaler, manufacturer), Jehangir Kothari Bldg., Near Denso Hall Bunder Rd., Karachi. WTD 7/5/63.

225 Knitwear

CANADA—Ladies' sweaters from overseas (Europe and Asia), preferably Italy and Hong Kong; Italian sweaters of better quality for department stores and specialty trade; Asiatic sweaters more moderately priced for department stores and volume trade. Distributorship for eastern Canada. Buddy Greisman Sales Agency, (manufacturers' agent), 1435 St. Alexander St., Suite 1095, Montreal, Quebec. WTD 1/28/63.

CYPRUS—Men's, women's underwear, stockings, socks. Const. Hadjiloizou & Son, Ltd., (manufacturer's representative), P.O. box 212, Limassol. WTD 8/30/63.

229 Textile Goods

BELGIUM—Specialized net products, such as netting for curtains; requests replies in French. Unic, A. Van Laethem, (exporter, wholesaler, manufacturer), 518 Gentsesteenweg, Aalst. WTD 9/4/63.

SOUTH AFRICA—Rashel and other types of low priced lace—in various widths from ½" to 6"—quantities up to 20,000 yd. per size and type. F. O. Meyer & Co., (Pty.), Ltd., 63 Hout St., or P.O. box 3047, Cape Town.

SURINAM—Remnants and pound goods in cotton shirting material and suitings. Suriname Universal Agencies, P.O. box 468, Heiligenweg 7, Paramaribo. WTD 9/17/63.

230 Apparel

CYPRUS—Men's, women's underwear. Const. Hadjiloizou & Son, Ltd., P.O. box 212, Limassol. WTD 8/30/63.

280 Chemicals

PAKISTAN—Pharmaceuticals, chemicals, fertilizers, insecticides; requests replies from manufacturers only. Enterprisers Pan Islamic, (exporter, manufacturers' agent), 3rd Fl., Nadir House, McLeod Rd., Karachi. WTD 6/25/63.

SWITZERLAND—Chemicals for paint and lacquer, paper, adhesive-aromatic, pharmaceutical and soap. Detergent industry. Prochem AG., Lagerstrasse 33, Zurich 4. WTD 9/10/63.

281 Industrial Chemicals

CHILE—All types of industrial chemicals and raw materials. Amster & Cia., Ltda. (importer), Huerfanos 757, Oficina 601, Casilla 345, Santiago. WTD 9/3/63.

283 Drugs

PAKISTAN—Antibiotics, vitamin preparations; requests replies from manufacturers only. Pharmaceutical Agency, (manufacturer's representative), Shop No. 6, Frere Market, G.P.O. box 15, Karachi. WTD 6/28/63.

Drugs, pharmaceuticals; exclusive agency distributorship; requests replies from manufacturers only. Geoffrey Manners and Co., (Pakistan), Ltd., (importer, exporter, retailer, wholesaler, indent sales agent), 527 Muhammadi House, McLeod Rd., Karachi. WTD 8/21/63.

PHILIPPINES—Cough syrups. Versatile, (Philippines), Inc., Banawa, Cebu City. WTD 9/4/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

PAKISTAN—Toilet preparations; exclusive agency distributorship; requests replies from manufacturers only. Geoffrey Manners and Co., (Pakistan), Ltd., (importer, exporter, retailer, wholesaler, indent agent), 527 Muhammadi House, McLeod Rd., Karachi. WTD 8/21/63.

314 Footwear, Except Rubber

FRANCE—Women's shoes, all kinds; requests replies in French. Bourget De Clausade & Cie, (importer, dealer), 22 rue de l'Arcade, Paris 8e. WTD 8/21/63.

322 Glassware

CYPRUS—Glass tableware and kitchenware. Const. Hadjiloizou & Son, Ltd., (manufacturer's representative), P.O. box 212, Limassol. WTD 8/30/63.

331 Steel Mill Products

ISRAEL—Steel sheets for the manufacture of electric motors and transformers; manufacturer's representative expanding business requests detailed offers including catalogs and price lists. Agency. Direct purchase to be considered after studying offers received. Technical Development Co., Ltd., "Tedeco", 8 Tayassim Rd., P.O. box 14145, Tel Aviv. WTD 7/29/63.

PAKISTAN—Iron and steel; requests replies from manufacturers only. Enterprisers Pan Islamic, (exporter, manufacturers' agent), 3rd Fl., Nadir House, McLeod Rd., Karachi. WTD 6/25/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

ISRAEL—Electrolytic copper bars used as bus-bars in the manufacture of electric switch gear; copper sheets, commercial grades; manufacturer's representative expanding business requests detailed offers including catalogs and price lists. Agency. Direct purchase to be considered after studying offers received. Technical Development Co., Ltd., "Tedeco", 8 Tayassim Rd., P.O. box 14145, Tel Aviv. WTD 7/29/63.

342 Cutlery, Hand Tools, General Hardware

ISRAEL—Hand tools, non power-driven, for all trades; requests detailed offers including catalogs and price lists. Agency. Direct purchase to be considered after studying offers received. Technical Development Co., Ltd., "Tedeco", 8 Tayassim Rd., P.O. box 14145, Tel Aviv. WTD 7/29/63.

PAKISTAN—Cutting tools; hand tools; screw drivers. Unique Trading Agencies, (manufacturers' agent), 310 Lawyers Chambers, 3rd Fl., Opposite Light House Cinema, G.P.O. box 491, Karachi. WTD 8/26/63.

SOUTH AFRICA—All types of hand tools and accessories, requests responses from manufacturers, or their sole export house only. Mill Agents (S.A.), (Pty.), Ltd., 305 Boston House, Strand St., P.O. box 3161, Cape Town. WTD 6/14/63.

352 Farm Machinery

ISRAEL—Agricultural machinery, tractors, wheel and crawler type; requests detailed offers including catalogs and price lists. Agency. Direct purchase to be considered after studying offers received. Technical Development Co., Ltd., "Tedeco", 8 Tayassim Rd., P.O. box 14145, Tel Aviv. WTD 7/29/63.

PAKISTAN—Heavy and light agricultural machinery. Enterprisers Pan Islamic, (exporter, manufacturers' agent), 3rd Fl., Nadir

House, McLeod Rd., Karachi. WTD 6/25/63.

PHILIPPINES—Farm and agricultural machinery and equipment—small and medium-sized. Indentor interested in representing manufacturer not yet represented in the Philippines. Alma, (Philippines), Ltd., 210 Wilson Bldg., 139 Juan Luna, box 3302, Manila. WTD 6/29/63.

353 Construction Machinery

ISRAEL—Machinery, devices and aids for the building trade, and earth moving equipment; manufacturer's representative expanding business requests detailed offers including catalogs and price lists. Agency. Direct purchase to be considered after studying offers received. Technical Development Co., Ltd., "Tedeco", 8 Tayassim Rd., P.O. box 14145, Tel Aviv. WTD 7/29/63.

NEW ZEALAND—Excavators, ¾ yd. and up; cranes, crawler mounted or truck mounted. Mr. T. L. Hawkes, Sales Director, Cable-Price Corporation Limited, (engineering sales and service; steel merchant), P.O. box 2293, Wellington. WTD 4/3/63.

PAKISTAN—Vibrators; exclusive agency distributorship. Unique Trading Agencies, (manufacturers' agent), 310 Lawyers Chambers, 3rd Fl., Opposite Light House Cinema, G.P.O. box 491, Karachi. WTD 8/26/63.

TURKEY—Heavy construction machinery such as dozers, graders, stone crushers, concrete mixers, road rollers, tandem and vibrators, dump trucks, Mr. Halil Sancak, Mehmet Kavala, (importer, exporter, sales agent), Nesli Han, Rihtim Caddesi, Galata, Istanbul. WTD 4/8/63.

354 Metalworking Machinery

ISRAEL—Power-driven hand tools for all trades; machinery for the metal working industry; requests detailed offers including catalogs and price lists. Agency. Direct purchase to be considered after studying offers received. Technical Development Co., Ltd., "Tedeco", 8 Tayassim Rd., P.O. box 14145, Tel Aviv. WTD 7/29/63.

NEW ZEALAND—Portable pneumatic nailing and stapling machines. W. and R. Jack, Ltd., Attn.: Mr. D. Delbridge, General Manager, P.O. box 6392, Te Aro, Wellington.

355 Special Industry Machinery

CHILE—Fruit, vegetable, food processing machinery, equipment. Jaime Colomer U., (sales indent agent), Bandera 227, Casilla 3941, Santiago. WTD 9/5/63.

NEW ZEALAND—Automatic bagging and weighing machine for vegetables and potatoes. C. H. Campbell, Ltd., Attn.: Mr. C. H. Campbell, Managing Director, P.O. box 21, Marton.

356 General Industrial Machinery

CANADA—Industrial machinery; requests replies from manufacturers only. Upton Bradeen & James, Ltd., (importing distributor), 8760 Verville St., Montreal 11, Quebec. WTD 5/1/63.

ISRAEL—Non-conventional machinery for all trades and industry; requests detailed offers including catalogs and price lists. Agency. Direct purchase to be considered after studying offers received. Technical Development Co., Ltd., "Tedeco", 8 Tayassim Rd., P.O. box 14145, Tel Aviv. WTD 7/29/63.

Hydraulic system components such as pumps, valves, motors and controls; manufacturer's representative seeks exclusive agency and requests replies from manufacturers only. Aravah A.T.I., Ltd., 40 Nachmani St., P.O. box 14051, Tel Aviv. WTD 9/6/62.

PAKISTAN—Air compressors and pumping sets; exclusive agency distributorship. Unique Trading Agencies, (manufacturers' agent), 310 Lawyers Chambers, 3rd Fl., Opposite Light House Cinema, G.P.O. box 491, Karachi. WTD 8/25/63.

Domestic water pumps suitable for use on A.C., 200/220 volt, 50 cycles, up to 3 h.p.; requests replies from manufacturers only. Associated Electrical Industries, (Pakistan), Ltd., (importer, wholesaler, manufacturers' agent), Shernaz House, West Wharf Rd., P.O. box 4958, Karachi 2. WTD 7/23/62.

358 Service Industry Machines

ISRAEL—Room air conditioners, unassembled; requests detailed offers including catalogs and price lists. Agency. Direct purchase to be considered after studying offers received. Technical Development Co., Ltd., "Tedeco", 8 Tayassim Rd., P.O. box 14145, Tel Aviv. WTD 7/29/63.

362 Electrical Industrial Apparatus

IVORY COAST—Small and medium sized diesel engine driven electrical generator sets. A. Akrong, B.P. 90, Yamoussoukro. WTD 9/16/63.

PAKISTAN—Welding sets; exclusive agency distributorship. Unique Trading Agencies, (manufacturers' agent), 310 Lawyers Chambers, 3rd Fl., Opposite Light House Cinema, G.P.O. box 491, Karachi. WTD 8/26/63.

Electric motors: a.c. single phase, 200/220 volt, 50 cycles, capacitor start, sizes ¼, ½, ¾ and 1 h.p. speeds 1400 r.p.m. and 2,800 r.p.m.; double squirrel cage, 400-440 volt, 3 phase, 50 cycles, a.c. horizontal foot mounted, sizes 5, 10, 15, 20, 25, and 30 h.p., 4 poles and 6 poles. Associated Electrical Industries, (Pakistan), Ltd., (importer, wholesaler, manufacturers' agent), Shernaz House, West Wharf Rd., P.O. box 4958, Karachi 2, Pakistan. WTD 7/23/62.

363 Household Appliances

IRAQ—Domestic cooking ranges, except electric. Dhia Aziz Ghanni, (sales agent), Damirji Bldg., Bank St., Baghdad. WTD 9/18/63.

367 Electronic Components, Accessories

ISRAEL—Electronic components including special electron tubes, transistors and silicon rectifiers; manufacturer's representative expanding business requests detailed offers including catalogs and price lists. Agency. Direct purchase to be considered after studying offers received. Technical Development Co., Ltd., "Tedeco", 8 Tayassim Rd., P.O. box 14145, Tel Aviv. WTD 7/29/63.

371 Motor Vehicles, Motor Vehicle Equipment

COLOMBIA—Automotive parts, mainly bearings, suspension system parts, pistons, water pumps, clutch discs, starters, steering sectors, valves, hydraulic brake parts, fan belts, engine blocks and shafts. Representaciones Lorensales, Ltda, Apartado Aereo 1492, Barranquilla. WTD 9/4/63.

FRANCE—Automobile spare parts, accessories: defrosting devices, air-conditioners; requests replies in French. Maurice Larchet, (agent), 31 ave. Porte de Clichy, Paris. WTD 8/21/63.

NIGERIA—Trucks, particularly Macke. Exclusive agency; requests replies from manufacturers only. Onyekwelu Bros., Ltd., 33 Baptist Church St., P.O. box 283, Jos. WTD 9/16/63.

381 Engineering, Laboratory, Scientific, Research Instruments

CHILE—Laboratory and industrial equipment. Jaime Colomer U., (sales indent agent), Bandera 227, Casilla 3941, Santiago. WTD 9/5/63.

PAKISTAN—Scientific instruments. Enterprisers Pan Islamic, (exporter, manufacturers' agent), 3rd Fl., Nadir House, McLeod Rd., Karachi. WTD 6/25/63.

384 Surgical, Medical and Dental Instruments and Supplies

NETHERLANDS—Revalidation equipment; requests replies from manufacturers only; desires exclusive agency. Oostwoud Fabrieken N.V. (manufacturer, importer, exporter, agent), 20 Maliesingel, Utrecht. WTD 8/21/63.

NEW ZEALAND—Industrial safety equipment for construction industry; exclusive agency. Mr. Robert S. Stead, Director, Industrial Product Sales Co., P.O. box 5113, Lambton Quay, Wellington. WTD 2/26/63.

394 Toys, Amusement, Sporting Goods

GERMANY—All kinds of toys, games, including educational toys, games for schools. Direct purchase and agency. Guenther Hoeckner, 4 Koenigstrasse, Stuttgart. WTD 4/23/62.

399 Manufacturing Industries

CYPRUS—Linoleum floor tile. Const. Hadjiloizou & Son, Ltd., (manufacturer's representative), P.O. box 212, Limassol. WTD 8/30/63.

SAUDI ARABIA—Interested in advertising and promotional materials, e.g., matchcovers, souvenir pens, lighters, calendars; requests replies from manufacturers only. Sahara, P.O. box 1076, Jidda. WTD 8/24/63.

All kinds of buckles and ornaments for men and women's belts. F. O. Meyer & Co., (Pty.), Ltd., 63 Hout St., or P.O. box 3047, Cape Town.

Australia seeks tenders on synchronous condensers

The State Electricity Commission of Victoria, Australia, is inviting tenders for the supply and installation of two synchronous condensers and associated plant equipment for the Fisherman's Bend and Templestowe Terminal Stations.

With an imput of 66 kv., each of the synchronous condensers covered under specification No. 63-64/73 shall be capable of delivering a reactive power of 100 MVAr, at a rated frequency of 50 cycles per second.

Bids should be delivered to The Secretary, State Electricity Commission of Victoria, 22-23 William St., Melbourne, C.I., Australia, no later than December 2.

A copy of the specification and contract conditions is available, for review only, in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4242).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Brian Thomas Cunningham, Manager, representing Victorian Chemical Co., Pty., Ltd., Appleton St., Richmond, E.1, Victoria, interested in **chemicals, chemical specialities, chemicals for textiles, leather, plastics, oil and fat base chemicals, chemicals related to oil industry,** for manufacture in Australia under license; requesting technical information on same. October 9 via San Francisco for one month. c/o B. T. Cunningham (Victorian Promotion Committee), c/o Sydney Morrell & Co., Inc., 152 E. 78th St., New York, N.Y. Itinerary: San Francisco, New York, New Brunswick, N.J., Cincinnati, Washington, Philadelphia, Richmond.

Mr. Hyman Don, representing Don Industries, Ltd., 2 Salisbury St., N. Auburn, Sydney, interested in **visiting hickory mills (for purchase of hickory), visiting factories producing hickory handles, purchasing machinery for making handles** and requesting technical information for same. Here until November 22, (October 21-25, High Point, N.C.). c/o Clift Hotel, San Francisco, Calif. Itinerary: San Francisco, New York, Hight Point, New Orleans, Los Angeles.

R.V. Nathan, representing R.V. Nathan and Novo Industries, (importers), 321 Pitt St., Sydney, interested in obtaining **agencies for stainless steel serving ware and novelty-type gifts (not souvenir-type).** October 15 via New York for three weeks. c/o Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago, San Francisco, Los Angeles.

CHILE—Enrique Amster, representing Amster y Cia., Ltda., Huerfanos 757, oficina 601, Casilla 3196, Santiago, interested in **chemical products and raw materials** and requesting technical information for same. October 20 via New York for 30 days. c/o A. H. Bachner, 1020 Park Ave., Apt. 8-A, New York, N.Y.; S. Amster, 808 N. Hayworth Ave., Los Angeles, Calif. Itinerary: New York, San Francisco, Los Angeles.

ENGLAND—Samuel Englender, representing Princes Agencies, Ltd., 3 Furlong Rd., Holloway Rd., London, N.7, interested in **locating suppliers of furnishing and furniture fabrics (for upholstery, curtains).** October 12 via New York for four days. c/o Park Sheraton Hotel, New York, N.Y. Itinerary: New York.

J.M. Jellis, representing Coventry Guage & Tool Co., Ltd., P.O. box 39, Fletchamstead Highway, Coventry, interested in **precision grinding machines, their design, production and utilization;** also requesting technical information on same. October 23 via New York for 4 weeks. Itinerary: New York, Washington, Worcester, Dayton, Cleveland, Cincinnati.

FRANCE—Jean-Herve Pichon, representing Wanson S.A., 59, Ave. Jean-Jaures, Arcueil (Seine), interested in importing **water treatment equipment** or licensing arrangements for the manufacture of same in France and within the Common Market; also request technical information on all types of equipment presenting novel characteristics and destined to water purification installations for industrial drinkable and residuary waters. October 13 via New York for 21 days. c/o L.J. Wing Manufacturing Corp., Linden, N.J. Itinerary: New York, Philadelphia, Chicago, Washington.

JAPAN—Tatsuo Kasai, representing Kobe Kogyo Corp., Okubo-cho, Akashi, Hyogo Ken, interested in **purchasing and selling electronic equipment and arranging licensing agreements.** October 18 via New York for one month. c/o/ Nissho Pacific Corp., 649 S. Olive St., Los Angeles, Calif. Itinerary: New York, Chicago, Los Angeles, San Francisco.

NORWAY—Rene Eckle Myran, representing Bergens Tidende, Bergen, Jonas Lies vei 9, Bergen, interested in purchasing **electronic computers for commercial use and requesting technical information on business organization and distribution systems of U.S. newspapers.** October 18 via New York for two months. c/o Mr. Jan Henrik Myran, Schlitz Brewery, Milwaukee, Wis. Itinerary: Milwaukee, Chicago, Dayton, Los Angeles, New York.

PAKISTAN—Sheikh Muzaffar Hussain, representing Aziz Tanneries, Ltd., 2, High St., Montgomery, interested in **leather tannery** and requests technical information with a view to purchase complete shoe manufacturing unit; also, purchase of maize starch extracting unit. Mid-October via New York for 15 days. c/o Emil Buchoff & Co., 100 Gold St., New York, N.Y. Itinerary: Boston, New York.

SCOTLAND—Gavin B. MacDonald, representing Gavin B. Macdonald, Manufacturers' Agent, 142 Queen St., Glasgow, C.1., interested in representing U.S. manufacturers of **ladies and/or children's wear, knitwear.** October 12 via New York for three weeks. c/o Christian Businessmen's Committee, 127 S. Wacker Dr., Chicago, Ill. Itinerary: New York, Philadelphia, Indianapolis, Chicago.

SINGAPORE—Lim Sin-Hoa and Lim Kin Seng, representing Malaysia Textile Industries, Ltd., 2 George St., Singapore 1, interested in purchasing all kinds of **cotton textile machinery (spinning to finishing)** and visiting factories to observe procedures and techniques; also request technical information on use of equipment. Week of October 14 via New York for 2-3 weeks. c/o P. Lorillard Co., International Division, 200 E. 42nd St., New York, N.Y.

SOUTH AFRICA—Leon Stein, representing Gateway Agencies, (Pty), Ltd., Pier House, Foreshore, Cape Town, interested in contacting manufacturers of **novelties, fancy goods, cutlery,** with a view to representing them in South Africa. October 19 via New York for 5 weeks. c/o Henry Hudson Hotel, New York, N.Y. Itinerary: New York, Chicago, Los Angeles, Miami, New Orleans, Philadelphia, San Francisco, Las Vegas.

SWITZERLAND—Max Meyer-Gasser, representing Max Meyer-Gasser, Ltd., 18 Burgfelderstrasse, Basel, interested in importation of representation of **materials and components for shoe and boot manufacturing for sale to retailers and shoe repair outfits;** new articles and materials preferred; also interested in attending the National Shoe Fair in Chicago. Here until November 8. c/o Swiss Credit Bank, 25 Pine St., New York, N.Y. Itinerary: New York, Boston, Chicago, Milwaukee, Red Wing, Chippewa Falls, Berkeley, Palo Alto, Boulder, Philadelphia.

URUGUAY—Rodriguez Riet, representing his own company and Diazur S.A., Calle Mercedes 1080, Montevideo, interested in the purchase of **heliographic materials and equipment and the study of new developments in this industry;** also requests technical information for materials, equipment and new developments. October 18 via Miami for 45 days. c/o Hotel Iroquois, 49 W. 44th St., New York, N.Y. Itinerary: Miami, Washington, New York.

Costa Rica requests structural steel joists

Firms interested in bidding on 2,000 structural steel joists (carbon steel) for Costa Rica may review these documents in the office of the Building Materials and Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington, D.C., 20230.

Communications may be directed to Hugo Castro B., Jefe Seccion de Proveeduria, Instituto Costarricense de Electricidad (ICE), Apartado XXXII, San Jose, Costa Rica.

The bid deadline for tenders (No. 942) is October 18, 2:00 p.m. Correspondence is preferred in Spanish.

New Trade Lists

The Bureau of International Commerce, Commercial Intellingence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated September unless otherwise marked.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Panama, August.

Clothing Manufacturers—Haiti, August.

Furniture Importers and Dealers—Switzerland, August.

Hardware Importers and Dealers—Austria.

Hardware Importers and Dealers—Brazil.

Household Appliance Importers and Dealers—Nigeria, August.

Lumber, Plywood and Veneer Importers, Dealers and Exporters—Brazil.

Lumber, Plywood and Veneer Importers, Dealers and Exporters—Italy.

Lumber, Plywood and Veneer Importers, Dealers and Exporters—Nicaragua, August.

Motor Bus Lines and Transport Companies—Jamaica.

Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Morocco, August.

Petroleum Product Importers, Dealers, Exporters, Refiners and Manufacturers—France.

Photographic Supplies Dealers and Photographers—Brazil.

Printers, Lithographers, Engravers and Publishers—Venezuela, August.

Leads for Importers

144 Sand, Gravel

VENEZUELA—Refined sand (SiO_2) which can be used in manufacture of glass, ceramics and allied lines. CIRI, S.A., Apartado 3148, Caracas. WTD 9/3/63.

209 Food Preparations

AUSTRALIA—Australian "Golden" ginger in all forms including brined syruped, crystallized dried gingers and ginger flavoring extracts. Buderim Ginger Growers Co-operative Association, Ltd., Buderim, North Coast Line, Queensland. WTD 9/16/63.

229 Textile Goods

BELGIUM—Manufacturer of finished and unfinished fishing nets seeks to export and find agents in U.S. for fish nets. Requests replies in French. UNIC, A. Van Laethem, 518 Gentsesteenweg, Aalst. WTD 9/4/63.

319 Leather Goods

AUSTRALIA—All types of Australian leather. Australian Exporters Pty., Ltd., 69 Eagle St., Brisbane, Queensland. WTD 8/28/63.

UNITED ARAB REPUBLIC—Wishes to sell, direct, the following items: leather cushions; handbags; travelling bags; writing cases; book cases; camel saddles; cigar and cigarette boxes inlaid with mother of pearl and ivory; brocades with or without gold or silver metal wire. Ragab Export & Import Co., 11, Rue Sesostris, Alexandria. WTD 9/14/63.

322 Glass, Glassware

GERMANY—Crystal glassware such as coffee and tea sets, candle holders, chafing sets, decanters, with silver bases, handles. Direct sale and/or through agent. Gebrueder Kuehn, silber- und Metallwarenfabrik, P.O. box 175, 707 Schwaebisch Gmuend. For brochure write to Commercial Intelligence Division, BIC, Room 1837, Department of Commerce, Washington, D.C. 20230. WTD 9/9/63.

345 Screw Machine Products

GERMANY—O-Rings. Arthur Hecker, Asbest- und Gummiwerke KG, 1 Arthur-Hecker-Strasse, Weil im Schoenbuch/Wuertt. WTD 8/12/63.

349 Fabricated Metal Products

★★ NETHERLANDS—Trade Mission

Seeks export of sprinkler systems for hot houses. ACO Plastics, Stille Veerkade 22, The Hague. I.R. 471.

354 Metalworking Machinery

★★ NETHERLANDS—Trade Mission

Desires to export scrap processing machines. Machinefabriek Bronneberg. N.V., Haagse Beemdweg 15, Helmond. I.R. 430.

358 Service Industry Machines

★★ NETHERLANDS—Trade Mission

Seeks U.S. distributor for fully automatic ice-making machines. Grasso's Koninklyke Fabrieken N.V. Den Bosch. I.R. 417.

364 Electric Lighting, Wiring Equipment

SWEDEN—Fluorescent lighting fixtures (street, industrial, office, shops and residential); sodium vapour discharge lamp and mercury lamp fixtures. Direct offer manufacturer. Jarnkonst AB, Lyktgatan, Landskrona.

391 Jewelry, Silverware, Plated Ware

GERMANY—Sterling silver, silver plated, and electric silver plated flatware and hollow ware. Direct sale and/or through agent. Gebrueder Kuehn, silber- und Metallwarenfabrik, P.O. box 175, 707 Schwaebisch Gmuend. WTD 9/9/63.

396 Costume Novelties, Buttons

ENGLAND—Manufacturer of buttons, buckles and novelties desires appoint agent in U.S. to handle distribution of their products. For price list write to Commercial Intelligence Division, BIC, Room 1837, Department of Commerce, Washington, D.C. 20230. WTD 7/16/63.

599 Retail Stores

MOROCCO—Moroccan handicrafts, leather goods, jewelry, native musical instruments, and handwoven woolens. Requests replies in French or Spanish. Bazar au Cadeau Marocain, 91 rue Siaghines, Tangier.

Burma announces tenders for irrigation project

The Chief Engineer, Irrigation Dept., Revolutionary Government of the Union of Burma, 9/21 Strand Rd., Rangoon, Burma, announces international tenders for the supply of bottom outlet gate and intake structure gate for Washawng Irrigation Project at Rangoon.

This project is covered by tender No. 7133/236-Ah La with a bid deadline of October 31.

One copy of the tender notice and specifications for Intake Structure Gate and Hoisting Gear and Main Dam, bottom outlet sluice gate and housing gear is available for review only, in the offices of the Water Industries and Engineering Services Division, BDSA, Rm. 4113, Department of Commerce, Washington, D.C., 20230.

Transmission lines asked for Philippines project

An invitation has been issued to bid on furnishing and delivering galvanized steel towers, appurtenances, and accessories for the Angat-Balintawak 115 kv transmission lines of the Angat River hydroelectric project, Bulacan Province, Luzon, Philippines. The bid deadline is October 29.

Firms wishing to bid on this pole line may obtain plans and specifications and other pertinent documents at a cost of p5.00 (US$1.00 =p3.90) per set, by addressing the General Manager, National Power Corp., 161 Bonifacio Dr., Port Area, Manila, Philippines.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone WO 7-4674 in Washington.

INDIA—Construction of a large fertilizer plant in India is about to commence as a result of a $27 million loan to Coromandel Fertilizer, Ltd., of India by the Export-Import Bank.

The new $68 million Coromandel plant, located at Vizakhapatman, a deepwater port midway between Madras and Calcutta on India's east coast, is being formed by two U.S. firms, the California Chemical Co., a wholly owned subsidiary of Standard Oil Co., of Calif., the International Minerals & Chemicals Corp. of Illinois, and an Indian firm, E.I.D.—Parry, Ltd.

Export-Import Bank President, Harold F. Linder said that proceeds from the loan will be used for purchases of U.S. equipment, materials and services. Included among the items to be purchased in the U.S. are high pressure vessels and equipment such as towers, converters, autoclaves, piping, valves, pumps, heat exchangers, compressors and special equipment controls.

At full capacity, Coromandel will produce 365,000 mt. of ammonium phosphate fertilizer and 16,500 mt. of prilled urea annually. Construction of the new plant will take about three years with commercial production expected to start in 1967.

NYASALAND—The Government of Nyasaland has announced that construction of the first stage of the Nkula Hydro Electric Scheme will commence before the November rain season.

The first stage, to cost approx. $5.9 million, is scheduled to be completed by mid-1966 and encompasses the construction of the barrage at Liwonde to regulate the flow of the Shire River, and the construction of intake works, pressure tunnels, an outdoor power station containing two 8-megawatt generating units and ancilliary works at Nkula Falls. The second stage, comprising a third penstock would be completed by 1970.

Financing for the scheme has been arranged with the Commonwealth Development Corp., Barclays Overseas Development Corp., the Standard Bank, Ltd., with the Nyasaland Government contributing approx. $282,000 to $564,000. The Government expects to finance the second stage out of retained profits of the Nyasaland and Electricity Supply Commission.

SENEGAL—Construction of a modern tuna cannery within the Port of Dakar, with a daily capacity of 120 tons, 40 of salted tuna and 80 of tuna with oil is being explored by the Government of Senegal. Detailed proposals are requested from U.S. companies for machinery and equipment. Interested firms should contact Mr. Jacques Arnoux, Chef du Service Oceanographique et des Peches Maritimes, 68, rue Vincens, Dakar.

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Calendar *for international traders*

October

7-8—Conference of the Far East-America Council of Commerce and Industry, **New York, N.Y.**

7-9—American Management Assn. Seminar. Astor Hotel, **New York, N.Y.** Topic: Investing and Doing Business With Spain.

8—Mid-America Regional Export Expansion Conference. Lincoln-Douglas Hotel, **Quincy, Ill.** Sponsors: St. Louis Regional Export Expansion Council and Quincy Chamber of Commerce. Speaker: E. E. Schnellbacher, Ass't. Director, Bureau of International Commerce.

8—"Little White House" Export Expansion Conference, **New York, N.Y.** Sponsor: U.S. Dept. of Commerce's New York Field Office.

9—Businessmen's Consultations with members of the U.S. Trade Missions to Sweden, Netherlands and Norway/Denmark, Worcester Area Chamber of Commerce, **Worcester, Mass.** Sponsors: Worcester Area Chamber of Commerce and U.S. Dept. of Commerce's Boston Field Office.

9—Export Expansion Conference, **Ferndale, Mich.** Sponsors: Ferndale and South Oakland County Chambers of Commerce and U.S. Dept. of Commerce's Detroit Field Office.

9-11—Propeller Club of U.S. Annual Convention and American Merchant Marine Conference. Lord Baltimore Hotel, **Baltimore, Md.**

10—Regular Luncheon Meeting of the International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

10—Export Expansion Conference, Coachman's Inn, **Little Rock, Ark.** Sponsors: Arkansas Chambers of Commerce, REEC and Memphis Field Office. Featured Speakers: Alfred Redway of Eximbank and Matthew Ruddy, Jr. of FCIA.

10—International Trade Club of Chicago Luncheon. Century Room, LaSalle Hotel, **Chicago, Ill.** Topic: West Germany's role in the European Marketplace. Speaker: Dr. Kurt Sieveking, former mayor of Hamburg.

11—"Little White House" Export Expansion Conference, **Cheyenne, Wyo.** Sponsor: U.S. Dept. of Commerce's Cheyenne Field Office.

14-15—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Norway and Sweden. **St. Louis, Mo.** Sponsors: St. Louis Regional Export Expansion Council and the Chamber of Commerce of Metropolitan St. Louis.

15—Workshop on Steamship Conference and Ocean Freight Rates, **Kansas City, Mo.** Sponsors: International Trade Club of Kansas City and the Dept. of Commerce's Kansas City Field Office.

15—Luncheon Meeting, International Executive Assn. Hotel Statler Hilton, **New York, N.Y.**

15—Export Expansion Conference, **Williamsport, Pa.** Sponsors: West Branch Manufacturers Assn. and the Philadelphia Regional Export Expansion Council.

15—Dinner Meeting of the Philadelphia Foreign Traders Assn. Sheraton Hotel, **Philadelphia, Pa.**

15—Luncheon Meeting of the Foreign Trade Bureau of the Cedar Rapids Chamber of Commerce. Hotel Roosevelt, **Cedar Rapids, Iowa.**

16—Export Trade Seminar, **Jacksonville, Fla.** First of 8 weekly sessions. Sponsors: U.S. Dept. of Commerce Field Office; Jacksonville Area Chamber of Commerce; and Duval County Board of Public Instruction.

16—International Trade Meeting sponsored by LaFayette Chamber of Commerce, **LaFayette, Ind.**

16—Hudson County Conference on "Profits in Exports." Luncheon at Hotel Plaza, **Jersey City, N.J.** Sponsors: Jersey City and Hoboken Chambers of Commerce, New York Regional Export Expansion Council, Port of New York Authority, and the U.S. Department of Commerce's New York Field Office.

16—Export Trade Seminar, **Jacksonville, Fla.** First of 8 weekly sessions. Sponsors: U.S. Dept. of Commerce's Jacksonville Field Office; Jacksonville Area Chamber of Commerce; and Duval County Board of Public Instruction.

16-17—Export Expansion Conference and Businessmens' Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Norway and Sweden. **Detroit, Mich.** Sponsor: U.S. Dept. of Commerce's Detroit Field Office.

17—"Little White House" Export Expansion Conference, **Richmond, Va.** Sponsor: U.S. Dept. of Commerce's Richmond Field Office.

17—World Trade Club of Detroit monthly meeting. Pick-Fort Shelby Hotel, **Detroit, Mich.**

17—Export Trade Seminar, **Orlando, Fla.** First of 8 weekly sessions. Sponsors: U.S. Dept. of Commerce's Jacksonville Field Office; Greater Orlando Chamber of Commerce; and Orange County Board of Public Instruction.

17-18—Fifteenth Annual Virginia World Trade Conference. Golden Triangle Motor Hotel, **Norfolk, Va.** Speaker: E. E. Schnellbacher, Asst. Director of the Bureau of International Commerce.

18—Export Expansion Conference, **Sandusky, Ohio.** Sponsor: Manufacturer's Division of the Sandusky Area Chamber of Commerce. Topics: International banking, freight forwarding, cargo, and foreign credit insurance.

19—Bankers' Conference on International Trade, in auditorium of 1st National Bank, **Ft. Worth, Texas.** Sponsors: Department of Commerce's Dallas Field Office and 1st National Bank of Ft. Worth.

21-25—1963 Metals and Materials Show. Cleveland Public Auditorium, **Cleveland, Ohio.** Sponsor: American Society for Metals.

22—International Trade Development Conference at Plankinton House, **Milwaukee, Wis.** Sponsors: International Trade Committee of Milwaukee Association of Commerce and Milwaukee World Trade Club. Co-sponsors: Department of Commerce and Regional Export Expansion Council.

22—Memphis World Trade Club, Hotel Claridge, **Memphis, Tenn.** "Port of New Orleans" night.

22—Conference on Exports at Xavier University, **New Orleans, La.** 7:30 to 10 p.m. Sponsors: Xavier University, Regional Export Expansion Council and U.S. Dept. of Commerce's New Orleans Field Office.

24-25—Fall Meeting of the Western International Trade Group. **San Francisco, Cal.** Speakers: Eugene Braderman, Director of the Bureau of International Commerce, and Daniel L. Goldy, Administrator of the Business and Defense Services Administration.

24—Export Expansion Conference, **Atlantic City, N.J.** Sponsors: Atlantic City Chamber of Commerce, South Jersey Manufacturers Assn. and the Philadelphia Regional Export Expansion Council.

24—"Little White House" Export Expansion Conference, **Greensboro, N.C.** Sponsor: U.S. Dept. of Commerce's Greensboro Field Office.

25—Gulfport Conference on Exports. Markham Hotel, **Gulfport, Miss.** Sponsors: New Orleans Regional Export Expansion Council, Gulfport Chamber of Commerce and the New Orleans Field Office of the U.S. Dept. of Commerce.

28—Michiana World Trade Club Meeting. V-M Corporation, **Benton Harbor, Mich.**

29—Export Expansion Conference, **San Antonio, Tex.** Sponsors: Regional Export Expansion Council and the San Antonio Chamber of Commerce.

29—Businessmens' Consultations and Luncheon with members of the U.S. Trade Mission to Sweden at El Cortez Hotel, **San Diego, Cal.** Sponsors: San Diego Chamber of Commerce and Department of Commerce's Los Angeles Field Office.

30—American Marketing Assn's St. Louis International Roundtable, Miss Hulling's Restaurant, **St. Louis, Mo.**

November

7—Mid-America Regional Export Expansion Conference. World Trade Center, **University City, Mo.** Sponsors: Chamber of Commerce of University City and the St. Louis Regional Export Expansion Council.

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